# CHEMIST AND DRUGGIST

For Retailer, Wholesaler and Manufacturer

NOVEMBER 14 1964

## HONEY PINE syrup ot ADULT COUGH LINCTUS The anti-tussive effect of Pholcodine and Codeine combined with the demulcent action of Honey are further enhanced by the addition of volatile decongestants. 2 oz. BOTTLE Sip one teaspoonful times a day and at bedtime Macarthys Prepared by Macarthys Chesham House, Chesham Close, Romford. Tel. ROmford 46021 Now in stock at each Macarthy depot and available through other wholesalers. FOR SALE BY REGISTERED PHARMACIES ONLY



Unichem's new Branch, Vulcan Way, New Addington, Croydon, Surrey

### Unichem to open new Branch at Croydon . . . giving even better services to Unichemists

When Unichem's new Croydon Branch opens shortly, Unichemists south of the Thames, hitherto served by the depots at Tooting and Colliers Wood, will have even better services. Among the benefits to Unichemists in the area covered from the new branch are: revolutionary telephone system saves time and money when ordering; faster deliveries, more frequent long-distance vans; daily deliveries — in many districts, twice daily; ethicals and sundries usually delivered in the same van; for those outside the area, better Unichem services through the post. Unichem Croydon promises you its fullest co-operation, so whenever you think of ordering, think first of

#### UNICHEM CROYDON...LODGE HILL 4000



HEAD OFFICE: UNICHEM LTD., CROWN HOUSE, MORDEN, SURREY

/itamins

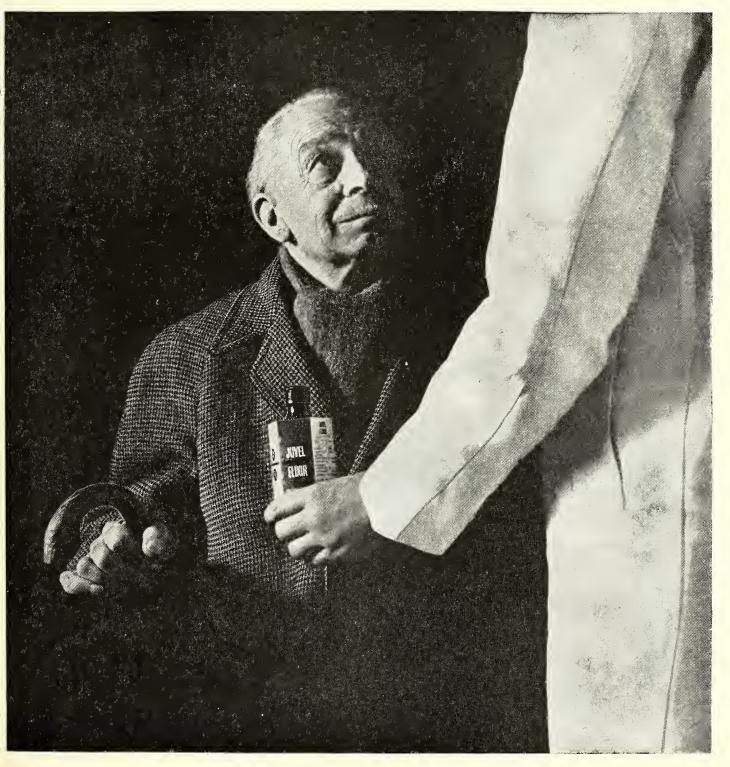
### Your job is so much more than dispensing...

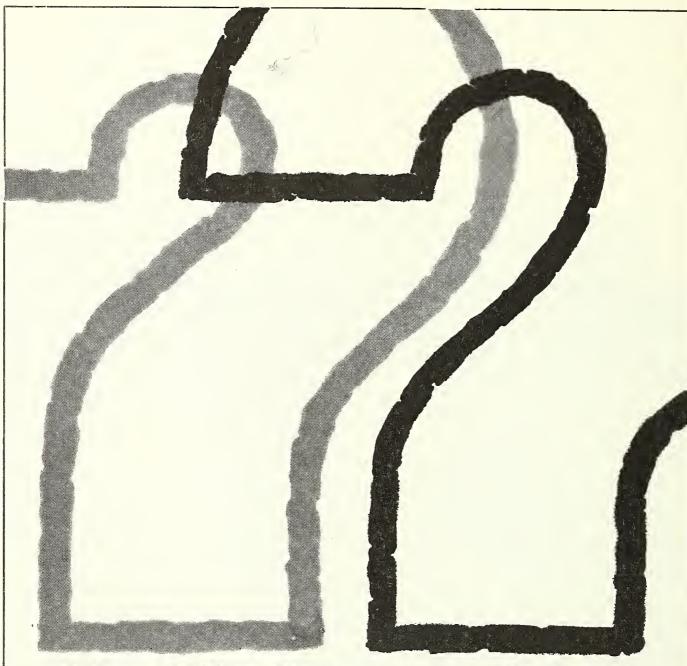
To the pharmacist, service means so much more than just dispensing. You have a responsibility to the public that no other retailer has. To meet it you need your skilled judgment and a wide knowledge of people. The products of Vitamins Limited are designed to help you in this task. Trust them, as your customers trust you. For prescription and counter – Vitamins from Vitamins Limited.

JUVEL is designed for, and especially suited to, the needs of the elderly.

BECOVITE promotes full health and vitality in adults after illness and depression.

BEFORTISS promotes appetite and general well-being.

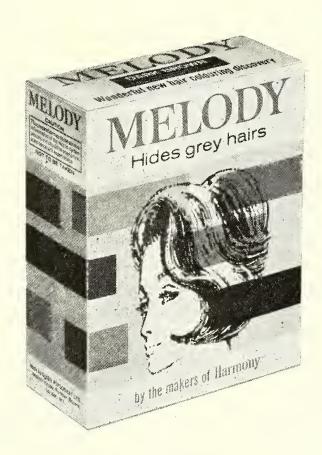




## WHICH WOULD YOU RATHER SELL?

A PRODUCT THAT WORKS WELL ENOUGH?

OR A PRODUCT THAT WORKS SO WELL THAT YOUR **CUSTOMERS COME BACK** TO SAY THANK YOU?



# CHEMISTS TELL US THAT NEW MELODY COVERS GREY HAIRS SO WELL THAT MANY CUSTOMERS BOTHER TO COME BACK TO SAY THANK YOU!

(You'll know from your own experience how rare that is...and what it means in terms of repeat sales.)

#### Why is Melody so effective?

Because it has been scientifically developed to give back *complete* colour to hair that is up to 70% grey.

Because it is a *semi*-permanent colour, so needs no root retouching. Because its results are perfectly *even*. No colour build up at hair ends.

Gibbs Pepsodent Limited, Hesketh House, Portman Square, London W.1

### Carter's CHEMIST PACKAGE

DEAL

MORE

£. s. d.

#### EACH PARCEL CONTAINS:

2 doz. Bryst Yeast Tablets 100's.

2 doz. Barkoff Cough Syrup 2/9d.

2 doz. Halibut Liver Oil Capsules B.P. 100's.

I doz. Osa-Dee Glucose + Vit. D IIb.

I doz. Zono Therm-O-Wool 2/4d.

I doz. Vitamin B Complex Capsulettes 2/9d.

 $I_{\frac{1}{2}}$  doz. Drawing Ointment I/6d.

1 doz. Fullers Earth Cream 1/-.

MIN. RETAIL VALUE £16/2/-

YOUR COST £9/12/-OR 3 PARCELS £9/6/- EACH MIN. PROFIT 70%

CARTER BROS. GLEN LABORATORIES - SHIPLEY (YKS.)

# HIDDEN STRENGTH

#### BRAND WHITE SHELVING

#### SUPER WHITE FINISH ON QUALITY TESTED STEEL

Price of Extra Shelves 12/- each 12/- each 16/6 each Available IMMEDIATE Delivery 6 ft., 7 ft., high. Examples: Height Width Depth No. of Shelves Price 71 in. 34 in. 12 in. 6 90/-Height 71 in. 85 in. 85 in. 6 6 34 in. 34 in. 42 in. 12 in. 12 in. 12 in. 102/-129/-

C.W.O. or C.O.D. Free Delivery. N Scotland, N. Ireland, I.O.M. 10% extra.
Other sizes available. Please send for details.
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EXPORTERS OF STEEL SHELVING.
Buy direct from the Manufacturers







Yes? in that case you are sure of satisfying the major part of the demand, since there are more GNOME Enlargers demand, since there are more GNOME Enlargers sold in the United Kingdom than all the others combined Many dealers are reporting an increased demand for enlargers this year ... much of which will be satisfied by GNOME—the world's finest and most complete range of polycref. enlargers.

(If your answer to the question is "NO," can you really afford to overlook such valuable business?).

Ma'ce sure you have adequate stocks of GNOME Enlargers to meet the rising demand.

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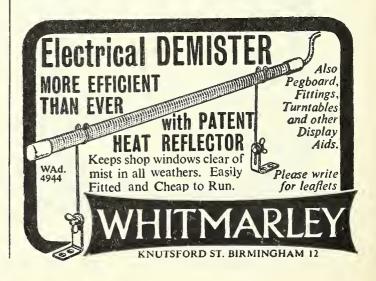


# STABILIZED PURE WHEAT GERM

Recommend for Nerves, Health & Energy-Froment has a lovely nutty flavour which everyone enjoys.

Double size (28 oz.) Family Pack only 6/-14 oz, carton 3/3 and 7 oz. carton 1/9

JOHN H. HERON LTD., HOOK ROAD MILLS, GOOLE. TEL 1153



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# Announcement

### FRASER CHEMICALS LIMITED

Fraser Chemicals Limited as from the 14th day of November 1964 will no longer supply NITROFURANTOIN in any form except in completion of existing contracts.

STOCK UP FROM THE BEST SELLING RANGE OF HOT WATER BOTTLES EVER MADE

# REGISTERED

#### BACKED BY MASSIVE ADVERTISING

CUSTOMERS WILL ASK FOR AND LOOK FOR THIS TRADE MARK IN YOUR SHOP

GUARANTEED GUARANTEED SERVICE DELIVERY

PATA CONTROLLED (full profit margins)

LOOK FOR SUBASEAL ON THE

AVOID IMITATIONS

I SUBA-SEAL STANDARD

Original, anchored Suba-Seal closure. 60/- doz. Retail 7/6 YOUR PROFIT 30/-

2 SUBA COMET Regd.
Half-ribbed, Suba-Seal leak-proof closure. 63/4 doz.
Retail 7/11

YOUR PROFIT 31/8 3 SUBA-SEAL STREAMLINE

Fully ribbed, with Suba-Seal closure. 68/- doz. Retail 8/6 YOUR PROFIT 34/-

4 SUBA-SEAL GIANT

Twice the capacity of a Standard Bottle. Gives longer heat retention. Original SUBA-SEAL anchored closure.

84/- doz. Retail 10/6 YOUR PROFIT

YOUR FROM

5 PENNANT Regd.
Full No. 3 size, screw stopper.

\$55/4 doz.
Retail 6/11
YOUR
PROFIT
27/8

27/8

6 SUBA-LUXE Regd. Rich ocelot cover, zipped.

199/4 doz. Retail 24/11
YOUR PROFIT 99/8 99/8

7 SUBA-SEAL FATHER BEAR

Large size, with Suba-Seal Leakproof closure. 68/- doz. 68/- doz. Retail 8/6 YOUR PROFIT 34/-

8 SUBA-SEAL STREAMLINE COT Leakproof Suba-Seal closure,

protective ribbing. 31/4 doz.
Retail 3/11 YOUR PROFIT

RAYLINE Regd. Full No.3 size bottle with screw stopper. Ribbed overall. 68/- doz. Retail 8/6 Retail 8/6

Full No. 3 size bottle with screw stopper. Ribbed one side. Retail 7/11 31/8



#### FIX YOUR OWN PRICE with these four popular hot water bottles

#### BARA Regd.

Top-class bottle with conventional screw closure. 39/6 doz. Broken pack quantities.42/6 doz.

#### SUBA-RAY Regd.

Top - selling half - ribbed style with leakpoof anchored Suba-Seal closure. 41/- doz Broken pack quantities. 44/- doz.

#### SUBA-STAR Regd.

Exclusive original Suba-Seal closure, Non-ribbed. 39/- doz. Broken pack quantities. 42/- doz.

#### BARA-RAY Regd.

Each model in packs of 50—25 red, 25 blue or as required. FULL SIZE, FULL BSS 1970 SPECIFICATION.

Half-ribbed style for heat retention with conventional screw closure. 41/6 doz. Broken pack quantities 44/6 doz.



See your wholesaler now!

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# NATIONALLY ADVERTISED IN EGG G ESON

# ... IN A NEW PRESENTATION

Meggeson Dyspepsia Tablets are now packed in a larger, slimmer tin which contains more tablets and yet slips more easily into the pocket or handbag. The rolled edges of this new tin give greater ease of opening.

# DYSPEPSIA

# ...AT A NEW RETAIL SELLING PRICE

Meggeson Dyspepsia Tablets in the larger slimmer tin will retail at the new price of 2/4 (including 25% Purchase Tax). This means more profit per sale for you and an unchanged cost per dose for your customer.

# TABLETS

STOCK AND DISPLAY MEGGESON DYSPEPSIA TABLETS
-AVAILABLE ONLY TO CHEMISTS

Meggeson & Co. Ltd., London, S.E.15



# The COX range of counter remedies is more than "CHEMIST ONLY," it is a range RESTRICTED TO YOU

Write for details and illustrated Price List TO-DAY

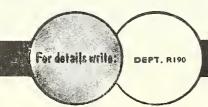
ARTHUR H. COX & CO LTD BRIGHTON ENGLAND





.... is the smaller of the two Regula VARIANT flashguns. Variants are

light, compact, efficient and inexpensive. This means high sales through superb features and reliability. Both Variant S and Variant L are "one-piece" units with rechargeable nickel cadmium batteries. Model "S"—Guide No. 120 for 160 ASA film—£19. 19. 0d. complete. Model "L"—Guide No. 72 for 160 ASA film—£14. 18. 3d. complete.



Sole distributor for Durst: A. G. Bozen, Italy.

PHOTOPIA LTD., Newcastle, Staffs. Photopia





A shop-soiled floor is a quick way to knock the bottom out of business—because floorcoverings with a drab, unhygienic appearance create an unpleasant atmosphere. An *unprofitable* atmosphere.

That's why it's sound business sense to find out about Nairn-Williamson Crestafloors. Crestafloors are a complete range of hardwearing, col-

ourful floors—in vinyl or linoleum, in sheet or in tile. Crestafloors are tough, resilient, and easy to maintain. There's one for every flooring job.

A Crestafloor will inspire confidence in you and your services—set profits on a sounder footing. For free advice on the Crestafloor for your particular flooring problem, contact Nairn-Williamson.



NAIRN-WILLIAMSON LTD, KIRKCALDY, SCOTLAND. TEL: KIRKCALDY 2011



REALM

Coman

Woman's

woman's

...with every pack of <u>new</u> Peggy Sage perfumed talc

Tucked inside the lid of every pack of Peggy Sage's new luxury talc is a gift for you—a delicately perfumed lace-edged handker-chief. It's Peggy Sage's way of telling you this new talcum powder is simply wonderful. Tie a knot in your old handkerchief to remind you to get some today.

THREE DELICATE
FRAGRANCES
WILD SAGE
PINK SAGE
BLUE SAGE



THE LUXURY TALC WITH A GIFT FOR YOU!

## LAUNCH OF PEGGY SAGE EW PERFUMED TALC GIVES YOU 40% PROFIT

- New Peggy Sage Perfumed Talc is launched with a trade bonus of 12 for 11, giving you up to 40% profit on returns.
- Following its success in test market, this new talc is now being launched nationally in time for the Christmas gift season.
- Consumer advertising in the four major women's magazines will feature the unique premium included in every pack of Peggy Sage Perfumed Talc—a free lace-edged handkerchief.
- Incidentally, there are two extra handkerchiefs for you for every dozen ordered, as your free gift from Peggy Sage.
- Order now for maximum profits during the big pre-Christmas season.

  Contact your wholesaler or us—by mail or phone—NOW!





## EVERYTHING IS RIGHT WITH HILL'S PRODUCTS

#### RETAIL PRICE MAINTENANCE

We have applied for exemption from the Resale Prices Act 1964

- EXCELLENT TERMS compare the monetary profit per unit
- PERMANENT BONUS order just when you want
- CHEMISTS ONLY has always been our policy
- POWERFUL ADVERTISING to stimulate sales
- N.P.U. JOINT DISPLAY SCHEME scheduled for January 1965
- NO SEPARATE ACCOUNT

ORDER THROUGH YOUR WHOLESALER who will supply the bonus and allow the appropriate discount

FREE BONUS (6 doz. assorted)

1x3/- Lozenges per dozen

Balsam Products ordered

2x3/- Lozenges per dozen

Lozenges ordered with

Balsam Products

PLUS DISCOUNT 5% on 6 DOZ ASSORTED 10% on 12 DOZ ASSORTED

H Hill's Pharmaceuticals Utd



the newest of the

## Color Glo dark shades

Black Sapphire promises to be as popular as Dark Brown Sable and Rich Brown Sable, already well-established earlier this year, with tremendous sales. Seems thousands of women want yery dark hair!

Black Sapphire is a true black with muted blue highlights—the darkest of the Color-Glo Dark Shades.

Black Sapphire will be featured, together with the other Dark Shades, in the current Color-Glo campaign—the biggest-ever.

Cash in on your big advertising backing. Order all 3 Dark Shades. They retail at 4/6, trade price 30/10. per dozen bottles. All other Color-Glo shades retail at 3/10, trade price 26/3 per dozen.



Manufactured and distributed by GOLDEN LIMITED Berkeley Square House Berkeley Sq. London W1 MAY fair 8240

Republic of Ireland enquiries to Lilmar Pharmaceuticals Limited Santry Dublin

## RETAIL PRICE MAINTENANCE

## ANNOUNCEMENT FROM

LES PARFUMS



Worth Perfumes Ltd wish to make known to all their esteemed customers that they are applying for exemption under the Resale Prices Act 1964 for all their products.

WORTH PERFUMES LTD
62 GROSVENOR STREET
LONDON W I





#### **ANNOUNCEMENT**

# RESALE PRICE MAINTENANCE

Lantigen (England) Ltd. are applying through the Proprietary Association of Great Britain, for exemption under the Resale Prices Act 1964, for its range of Lantigen Oral Vaccines.

Lantigen (England) Ltd., Bagshot, Surrey.



Make CORKETTE your counter attraction this Christmas...

This gifted wine bottle opener draws customers as swiftly and surely as it draws corks. For a minimum of counter space, Corkette gives you maximum profit in return (6/7d or more on each one sold). Advertisements in Radio Times, TV Times etc. will add to the demand. Display the showcard and give-away leaflets available with your initial order.

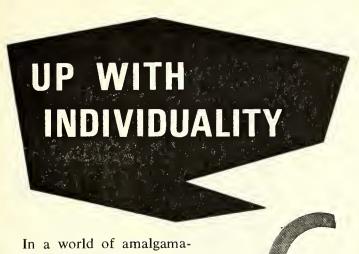
21/- retail

Corkette

draws corks simply by air pressure

Order NOW from your usual distributor. In case of difficulty, please contact the manufacturers:

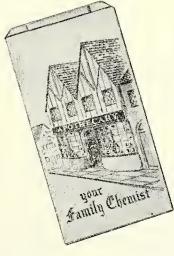
SPONG & CO LTD · CROMPTON CLOSE · BASILDON · ESSEX · Basildon 3341/2/3



In a world of amalgamations and federations Mr. Smith preserves his independence—and, of course, his profits. He reasons this way. Price is important but so is service, and he offers the mixture distinctive to his class. Personal attention, friendly interest, professional advice.

Understandably he has many customers and keeps them. He keeps his name before them. Usually they leave his pharmacy with a well designed counter satchel bearing the name, J. Smith, M.P.S.

Dispensing Chemist, etc. . . The cost to Mr. Smith is small but it keeps him widely known, reminds discreetly of his service—adds the stamp of individuality.





Sample wallet of Certor Satchels and prices on request.

#### Macdonald & Son Limited

PORTLAND MILL, ASHTON-UNDER-LYNE, LANCS.
ONE SALISBURY SQUARE, FLEET STREET. LONDON, E.C.4



# THE CHEMIST AND DRUGGIST

ESTABLISHED 1859

THE WEEKLY NEWSPAPER FOR PHARMACY and all sections of the drug, pharmaceutical, fine chemical, cosmetic, and allied industries

Official organ of the Pharmaceutical Society of Ireland and of the Pharmaceutical Society of Northern Ireland

Volume 182

November 14, 1964

No. 4422

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#### PUBLISHED BY

MORGAN BROTHERS (PUBLISHERS), LTD., at 28 Essex Street, Strand, London, W.C.2

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#### BRAND OF ECHOTHIOPHATE IODIDE

In glaucoma and accommodative esotropia. Supplied as a dispensing unit containing bottle of powder, vial of diluent and dropper assembly

> 3 mg. vial (5 ml. of 0.06%) 6.25 mg. vial (5 ml. of 0.125%) 12. 5 mg. vial (5 ml. of 0.25%)

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#### Yalcs Nylon Elastic Hosiery is easy to sell!

Because there is a wide range of styles and foot-sizes, and because they are all in true two-way stretch yarn, Yalcs Nylon Elastic Hosiery is really easy to sell.

All leading chemists require surgical hose that is secondto-none in quality, nationally advertised and backed by superlative service. That is why they specify Yalcs.

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LENTON PRODUCTS LTD.



Grove Road

Nottingham.

Volume 182

NOVEMBER 14, 1964

No. 4422

#### J.I.C. Rates Revised

#### NEW SALARY SCALES FOR PHARMACISTS

NEW salary scales adopted at a meeting of the National Joint Industrial Council for Retail Pharmacy on November 4 represent an increase of £75 a year each for managers and manageresses of pharmacies with turnover of £200 and £300 weekly, and an increase of £100 a year at all other points in the scale.

The salaries for pharmacists, male and female, are £75 a year above the previous scale rates. The new scales become effective from the pay day in the week commencing November 30. The new scales are:—

#### PHARMACIST MANAGERS

Average Weekly Sales	London	Provincia
£200—	£1,125	£1,100
£300	£1,150	£1,125
£350	€1,200	£1,175
£400—	£1,225	£1,200
€450-	£1,250	£1,225
£500—	£1,275	£1,250
€550	£1,300	£1,275
£600—	£1,325	£1,300
€650—	€1,350	£1,325
£700—	£1,375	£1,350
£750	€1,400	£1,375
€800-	£1,425	£1,400
£850—	£1,450	€1,425
£900—	£1,475	£1,450
£950	£1,500	£1,475
£1,000 and over	£1,525	£1,500

#### PHARMACIST MANAGERESSES

PHARMACIST MANAGERESSES				
Average Weekly Sales	London	Provincial		
£200—	£1,100	£1,075		
£300—	£1,125	£1,100		
£350	£1,175	£1,150		
£400—	£1,200	£1,175		
£450—	£1,225	£1,200		
£500—	£1,250	€1,225		
€550-	£1,275	£1,250		
€600	£1,300	£1,275		
£650—	£1,325	£1,300		
£700-	£1.350	£1,325		
£750—	£1,375	£1,350		
£800—	£1,400	£1,375		
£850—	£1,425	£1,400		
£900—	£1,450	£1,425		
€950—	£1,475	£1,450		
£1,000 and over	£1,500	£1,475		

#### MALE PHARMACISTS

	London	Provincía
First year after		
qualifying	£900	£875
Second year after		
qualifying	£950	£925
Third year after		
qualifying	£1,000	£975
Fifth year after		
qualifying	£1,050	£1,025
FEMALE PHARMACISTS		
First year after		
qualifying	£875	£850
Second year after		
qualifying	€925	£900
Third year after		
qualifying	£975	£950
Fifth year after		
qualifying	£1,025	£1,000

The Council did not adopt the trade union side's proposal that the malefemale differential should be discontinued.

#### Hospital Pharmacy

NEW APPROACH TO MINISTER

THE Guild of Public Pharmacists has made a new approach to the Minister of Health on the present unsatisfactory situation in hospital pharmacy. That was announced at a meeting of the Guild council held on November 7 when it was reported that a memorandum on subjects to be discussed was being prepared at the request of Ministry officials.

An increase in membership was reported and the registrar expressed the hope that a new branch in Northern Ireland would soon be formed. Council approved a memorandum on medicines legislation to be submitted to the Minister of Health. The Secretary reported that he was in touch with Mr. D. A. Norton (head of the pharmacy department, Bristol College of Science and Technology), with regard to a proposed course for hospital pharmacists in sterilisation methods. with particular reference to ophthalmic preparations.

Mr. H. S. Grainger tendered his resignation as a member of the council on accepting his new appointment as head of the technical secretariat of the European Pharmacopæia (see C. & D., October 31, p. 445). The president and council congratulated Mr. Grainger and paid tribute to his service to the Guild and to hospital pharmacy generally. Replying, MR. Grainger said that, in spite of its difficulties, the hospital service was one of the most satisfying spheres of service open to the pharmacist. Present developments augured well for the hospital pharmacist, who now enjoyed a higher status than at any previous time.

#### Supermarket Pharmacy

IMPRESSIONS OF A NEW DEVELOPMENT

WHAT is believed the first pharmacy to be operated as a concession within a supermarket commenced business when the new G. E. M. "supercentre" at West Bridgford, Nottingham, opened its doors on November 7. The pharmacy occupies 3.600 sq. ft. of the 85,000 sq. ft. of the store as a whole, which has parking space for 1,000 vehicles and claims to be able to meet every shopping need under one roof. The concessionaires are Boots, Ltd., who, without the facia customary at their ordinary branches, have contrived to give the department the unmistakable look of a Boots pharmacy. An endeavour has clearly been made to segregate the pharmacy from the open-market atmosphere of the remainder of the store. Thus the two lines of Vizusell units on which the majority of goods are displayed come forward from the wall of



BRIGHTER TRAVEL FOR LONDONERS: Some of the pictures which, reproduced in full colour, are going on show for a period above the main escalators at Piccadilly Circus underground station, London.

the building to the limit of the company's floor space. A third line of display units at right angles to the two sides completes a rectangle into which there are three points of entry. On the shelves and on other display units within the rectangle are displayed toiletries, surgical goods, dietary and baby foods, books, pictures, stationery and greetings cards and fancy goods. One line of units near to the store entrance is reserved for seasonal displays. Traditional retailing methods survive in the medicine and prescription counter and in the toilet counter for goods on which customers may require advice. Another departure from a completely open display is the incorporation of illuminated show cases in the plinth of the raised dispensary. The dispensary itself looks small viewed against the immense size of the store but a full range of stock has been accommodated by the use of a system of projecting shelves forming a "toothed" plan. Because there are other concessions within the store photographic goods may not be sold at the pharmacy. Certain other goods have also had to be relinquished (antifreeze, for example, has gone to the motor accessories department). All publicity is in the hands of G. E. M. An example of the "reasonable prices the store claims to offer was one of the "door busters" advertised on opening day: 35-mm, colour film at 15s, 6d, per spool. Similar G. E. M. supercentres are scheduled to be opened in Leeds and Bournemouth during 1965.

#### Food Irradiation

WORKING PARTY'S REPORT

THE report of a Working Party which has been studying irradiation as a method of preserving food has been published (H.M. Stationery Office, price 5s. 6d.). The Working Party, under the chairmanship of Professor F. G.

Young, concludes that the preservation of food by treatment with ionising radiation within defined limits of dose and energy would not constitute a hazard to human health and that it has the advantage of prolonging the storage life of food without detriment to wholesomeness. It is recommended, however, that the process should be controlled. Before deciding upon implementation of the recommendations Ministers will give full consideration to representations made by interests concerned. Such representations, which should include a statement showing the extent of the interest in food irradiation, should be addressed to the assistant secretary, Division IF(B), Ministry of Health, Queen Anne's Mansions, Queen Anne's Gate, London, S.W.I, to arrive not later than December 31.

#### **Purchase Tax Exemptions**

CONSOLIDATED LIST PUBLISHED

THE Treasury has made the Purchase Tax (No. 2) Order, 1964, effective November 5, which consolidates the list of drugs and medicines that were free of purchase tax at that date. The consolidated list supersedes the existing list shown in the Purchase Tax (No. 2) Order, 1963, and it includes the items subsequently exempted by virtue of various Directions up to and including Purchase Tax (No. 4) Direction, 1964. The Order does not exempt any additional substance or cancel any existing exemption. Copies of the Order are obtainable from H.M. Stationery Office, price 1s. 3d. each.

#### Census of Production

ORDER PRESCRIBES 1964 REQUIREMENTS

AN Order, published as S.I. 1964 No. 1713 (H.M. Stationery Office, price threepence), which has been made by

#### SALES PROMOTION IN PHARMACY

Statement by Society's Council

THE Council of the Pharmaceutical Society of Great Britain has issued the following statement for the guidance of members:—

With the operation of the Resale Prices Act 1964 it is apparent that the area in which price competition may obtain is widening. Where an article is freed by the manufacturer from price maintenance and the retailer is free to fix his own price, there may be no ground on which objection can be taken if he offers the article at a price lower than the former protected price; provided, however, that nothing more is done than to indicate in a restrained manner that the price has been reduced. Where a price is reduced in these circumstances, the Council advise the use of the phrase "New Price" as the sole method of announcing the re-Announcements by way of duction. window stickers or crossing out the former price when the new price is stated are objectionable and should not be used.

In the case of medicines, the Council has already, at different times, taken exception to self-service, trading

stamps and the supply of samples and now wish to embody this advice in a general statement that any sales promotion scheme is undesirable which

(a) induces members of the public to purchase quantities of medicines beyond their proper requirements or which may result in deterioration or indiscriminate distribution to other persons:

(b) treats medicines as other goods, including self-service, trading stamps, samples, special offers, gifts, competitions, or similar inducements whether in connection with a pharmacist's own products or those of other manufacturers;

(c) makes it difficult for the pharmacist to exercise his function as adviser on medicines.

In respect of goods other than medicines the pharmacist should not use or take part in sales promotion schemes which are likely to lower the standing of the profession. For example, propaganda literature should only be available on request and articles to which "gifts" are attached should not be prominently displayed.

the Board of Trade. sets out the requirements for the Census of Production for the year 1964 (to be taken in 1965). The Census, which is on similar lines to those taken in respect of the years 1959-62, is to be further simplified by the elimination of the question on sales and work done. Fuller details were published in May (see C. & D., May 9, p. 458).

#### Five-day Week

REDUCED SERVICE IN BRADFORD

CONSENT for a five-days-a-week pharmaceutical service at two pharmacies of Bradford District Co-operative Society, Ltd., has been given by Bradford Executive Council. The pharmacies will both close for an additional half-day each week. The Executive Council emphasises that its decision is subject to reconsideration, and that it reserves the right to withdraw the permission if not satisfied that an adequate pharmaceutical service is being provided.

#### Sulphuric Acid

PRODUCTION IN THIRD QUARTER

PRODUCTION of sulphuric acid by members of the National Sulphuric Acid Association, Ltd., in the three months ended September 30 totalled 760,390 tons (100 per cent. H<sub>2</sub>SO<sub>4</sub>). Sales during the period amounted to 765,767 tons. The figures do not include production and sales by Government plant.

#### IRISH NEWS

THE REPUBLIC

#### **Dinner to Graduates**

DONATION OF AN ANNUAL AWARD

TO mark the conferment of the degree on the first group of graduate pharmacists from University College, Dublin, the directors of Antigen, Ltd., Roscrea, gave a dinner in Dublin on October 31 at which Mr. P. B. Deasy, a twentythree-year-old lecturer of the College of Pharmacy, was presented with a silver mortar and pestle, which the company has agreed to present annually most successful graduate. the Making the presentation, Mr. D. L. Thornton (a director of the company) said the company considered they had a responsibility to en-courage the College in its vital rôle. Creation of the award was an earnest of their interest in seeing graduates of the highest standard produced. He paid tribute to the vision of the Council of the Pharmaceutical Society of Ireland in establishing the degree course. It opened the way to higher degrees, which would be of immense value to the industry. Mr. Deasy replied thanking Mr. Thornton. On behalf of the other graduation he expressed appreciation of the interest and co-operation shown to pharmacy students by Messrs. Antigen. He also paid tribute to Professor Timoney and his staff. Also present were members of the teaching staff of the University and of the College of Pharmacy as well as members of the Council of the Pharmaceutical Society of Ireland and the registrar (Mr. J. G. Coleman).

#### NEWS IN BRIEF

THREE cameras and two tripods, worth together over £200, were stolen in a raid on the pharmacy of B. J. Hodgson, Ltd., 31 Tavistock Street, Bedford, recently.

A GENERAL Council Circular (No. 62) sets out an agreement of the General Whitley Council introducing new rates of subsistence allowances and new arrangements for the payment of subsistence allowances in the Health Service.

THE "Man-power Position in British Pharmacy," an eighty-eight-page report of a survey conducted by The Economist Intelligence Unit, Ltd., on behalf of the Pharmaceutical Society of Great Britain, is now available from the Society at 17 Bloomsbury Square, London, W.C.1 (price 12s. 6d. per copy).

A Low-cost wrinkle-smoothing lotion of their own formulation (based on egg white) was found to produce a similar effect to the one proprietary lotion available at the time of testing, state Consumers' Association in the November issue of their publication Which?

THE 1964 National Register of Medical Auxiliary Services: Orthoptists, published by the Board of Registration of Medical Auxiliaries, is obtainable (price 5s.) from the secretary to the Board, British Medical Association House, Tavistock Square, London, W.C.1.

A NEW clinical research building has recently been opened at King's College Hospital Medical School, London, and will be occupied by a medical unit, a surgical unit, and a Medical Research Council unit. The building has been financed by grants from the Wellcome Trust, the Medical Research Council and the University of London.

AFTER more than eight years' use of oral contraceptives, fears about possible ill effects remain unsubstantiated, according to Lord Brain, F.R.S. (president of the Family Planning Association). In an article in *The Times* on October 29, he examined the evidence put forward of side-effects, and generally rejected arguments against the use of such drugs.

Manufacturers of oral contraceptives marketed in Britain are being asked by the Committee on the Safety of Drugs to submit evidence of toxicity obtained from animal experiments carried out on their products. The request forms part of a general review of possible side-effects from such drugs.

NEW drugs and their place in modern medicine will be the subject of a B.B.C. programme "Breakthrough," being broadcast in the Home Service on November 19. For the programme, Mr. Stephen Grenfell met doctors and research workers in America, Czechoslovakia and in Britain together with representatives of the British pharmaceutical industry.

#### LOCAL OFFICERS

NATIONAL PHARMACEUTICAL UNION Salisbury.—Chairman, C. N. Higgins; Vice-chairman, I. Kirby; Treasurer, A. Foot; Secretary, W. F. Mildren, 4 Cornwall Road, Salisbury, Wilts.

#### TOPICAL REFLECTIONS

By Xrayser

#### Shopping freedom

The feeling of uneasiness expressed in your leader in regard to the call "abandon the shop closing law and let shopping freedom reign" (p. 473) will be shared by all your readers, many of whom are old enough to recall conditions which have-it must still be hoped-gone for ever. Pharmacy is, and always has been, an exacting occupation demanding mental alertness and the closest concentration and care. Those qualities cannot flourish under conditions of physical exhaustion. We still number on the register quite a sizeable minority who entered pharmacy in an age when a twelve-hour day was normal, and when Saturday, in winter months, began in the cold dawn and went on until 10 or 11 p.m. and the weary apprentice had a close affinity to the ploughman of Thomas Gray. But why the demand for a return to the dark ages? It could be said of the conditions of half a century ago that the working hours of the whole population were long and that the opportunities for shopping were restricted. But that is not so today. The five-day week and shorter hours generally would, one would have thought, have made longer shopping hours unnecessary. It may be true, as the leader in the Local Government Chronicle points out, that no one has yet succeeded in producing a rational shops Bill, but I imagine that most people engaged in the retail and distributive trades would prefer the irrational legislation of today to none at all. Pharmacists might reasonably argue that no one has yet succeeded in producing a rational poisons law, but that would not be an adequate reason for abandoning all legislation relating to poisons. It will be recalled that a suggestion relating to a change in shopping hours followed closely on a decision of the pre-October Government to abolish resale price maintenance, the reason advanced being that the effects of reduced prices by the big stores would not harm the shopkeeper to the same extent if he were permitted to remain open when the stores closed in the evening. All things considered, we may be pardoned if we see a desire in some quarters to set not only the clock but the calendar back.

#### The Council

I have been following with great interest the reports of branch meetings over the country at which the proposals for a reconstitution of the Council of the Pharmaceutical Society have been explained and discussed. It is not possible at this stage to get an overall picture, for at some of the meetings no decision seems to have been reached. But I note that in some branches there has been a complete rejection of the proposals. In particular, the new scheme has had a "bad Press" north of the Tweed, where the Executive of the Scottish Department and branches of Edinburgh, Stirling and Dundee have expressed strong disapproval, while Glasgow expressed misgiving. One has the impression that the whole matter has been carefully looked at, and some of the arguments of those who disapprove appear to me to be well founded. In view of the opposition expressed I have a feeling that the Council may consider that the time is far from propitious for introducing machinery to implement the proposals and, indeed, may come to the conclusion that the matter should not be proceeded with. There is the alternative of putting a motion before branch representatives in the month of May. It has never appeared to me that the changes are of such an urgent nature as to warrant their being put to a special general meeting.

#### The right to remove

An important point made by one of the speakers at Edinburgh was that we must retain the right to remove as well as to elect. Mr. Maplethorpe was asked in Glasgow about the possibility of collusion by sectional interests to nominate only one candidate for the Council election who must ipso facto be elected. In reply, the president admitted that that was one of the problems facing the Council in implementing the scheme. If such collusion were repeated the safeguard to remove would be denied to members. That is perhaps the greatest weakness in the Council's proposals, and members must not surrender their rights to reject if they think fit.

#### **OVERSEAS NEWS**

#### **CEYLON**

#### **Conference on Botanical Drugs**

An international conference in Ceylon to discuss Ceylon's medicinal plants is to be held in Kandy, Ceylon, December 15-18. Medical experts and scientists from South and South-east Asian countries have been invited by U.N.E.S.C.O. to attend the Conference.

#### ITALY

#### **Pharmacies Close in Tax Protest**

PRIVATELY owned pharmacies throughout Italy shut down on October 31 in protest against the Government's refusal to grant exemption for pharmaceutical products from a recently announced general turnover tax increase. A number of pharmacies, however, stayed open for a few hours to provide emergency services.

#### UNITED STATES

#### Pharmacist's Rôle in Health

THE American Pharmaceutical Association has issued a 112-page report "The Pharmacy as a Health Education Centre" giving the findings of a survey carried out to see how practising

pharmacists might increase their effectiveness in disseminating information on family health matters and on chronic diseases. A revolving floor rack with health-information pamphlets, changed monthly, was displayed in a sample of 360 pharmacies for a minimum period of six months. The rack was found successful in inviting the eye of a worth-while percentage of customers, but the report states that pharmacists could have helped more public relations programme and by inserts in prescription packages. Customers who saw the rack were found to speak more often to the pharmacist on matters of health. greatest opportunities for improvement in the future are held to lie with "the better educated among the population, with the younger and with the females."

#### **GERMANY**

#### **New Chloride Plant**

A NEW plant to produce chlorides from hydrochloric acid is operating at the Hoechst, West German, chemical factory. It is claimed to be the first plant of its type in the world. Another is being built in Japan and is understood to be capable of converting 3,000 tons

#### ractising to be capable of conv

### N.H.S. REMUNERATION Agreement on restrospective payments

MOST Pharmaceutical Committees are understood to have expressed agreement with the recommendations of the Central N.H.S. Committee for dealing with the arrears of payment for January to September (see C. & D., October 24, p. 415), only thirteen being reported to be against. The Ministry of Health has accordingly been informed by the Committee that the proposed method of dealing with the arrears has been accepted and the necessary instructions are being sent to Executive Councils. Payments should be made to contractors before the end of the year. Recalculation of the group figures

using the 1963 statistics of distribution of chemists has resulted in increases of \(^1\_4\text{d.}\) in four groups, namely those dealing respectively with 501–1,000 prescriptions a month and those handling 1,001–1,500, 1,501–2,000, and over 3,000 prescriptions a month.

The arrears payments are being calculated on the number of prescriptions dispensed each month by each contractor and not by totalling the prescriptions dispensed in the nine months and basing the calculations on the average

figure for that period.

For prescriptions dispensed on and after October 1 the new scale of fees previously agreed (see *C. & D.*, October 24, p. 415) is being applied. The total net ingredient cost for each contractor each month will be "discounted" in accordance with the accompanying scale. The 14 per cent. oncost will be calculated on the total net ingredient cost *before* discounting.

#### SCALE OF DISCOUNTS

spect of a month spe	
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Froni	То		From	То	
Up to	1,000	NIL	1,983	2.034	2.0
1,001	1,051	0.1	2,035	2,086	2.1
1,052	1,103	0.2	2,087	2,137	2.2
1,104	1,155	0.3	2,138	2,189	2.3
1,156	1,206	0.4	2,190	2,241	2.4
1,207	1,258	0.5	2,242	2,293	2.5
1,259	1,310	0.6	2,294	2,344	2.6
1,311	1,362	0.7	2,345	2,396	2.7
1,363	1,413	0.8	2,397	2,448	2.8
1,414	1,465	0.9	2,449	2,500	2.9
1,466	1,517	1.0	2,501	2,687	3.0
1,518	1,569	1.1	2,688	2,875	3.05
1,570	1,620	1.2	2,876	3,062	3.10
1,621	1,672	1.3	3,063	3,250	3.15
1,673	1,724	1.4	3,251	3,437	3.20
1.725	1,775	1.5	3,438	3,625	3.25
1,776	1,827	1.6	3,626	3,812	3.30
1,828	1,879	1.7	3,813	4,000	3.35
1,880	1,931	1.8	4,001	5,500	3.40
1,932	1,982	1.9	5,501	7,000	3.45
			7,001	and over	3.50

#### No Change in Contractors' Committee

The N.P.U. Executive Committee has recently reviewed the constitution and working of the Central N.H.S. Committee in the light of the recent negotiations leading up to the N.H.S. remuncration settlement, of the proposed operation of the remuneration review procedure and of other relevant factors. It has been decided that the continued attendance at meetings of the Central N.H.S. Committee of the Secretary and registrar of the Pharmaceutical Society (Mr. F. W. Adams) makes adequate provision for the views of the Society's Council to be available to the committee and that it would not be desirable to press for a reconstitution of the Central N.H.S. Committee to provide for direct representation of the Council upon it.

of chlorides per month; costs of building the plant were only a fraction of those needed for gaining chloride from ordinary salt.

#### Patent Refused

THE opposition raised by Lepetit in Germany against an application by the American Cyanamid Company for a patent relating to the biological production of tetracycline was conducted during a hearing before the West German Federal Patent Court on June 26 with the final refusal to grant the patent. The decision on the part of the West German Federal Patent Court, against which no further appeal is possible, reverses the former decision of the examining department of the Patent Office. Lepetit's opposition was based on several grounds, including lack of novelty and obviousness. It was also submitted that the wording of the main claim and of the description was in disagreement with the West German Patent Act, which requires that an invention must be described in such a way as to enable it to be repeated by all skilled in the art. On the contrary, it was stated that the American company's indefinite description of the organism and of the medium composi-tion required further experimentation by anyone wishing to carry out a process to manufacture tetracycline in a culture medium rich in chlorine.

#### International Druggists' Fair

THE 1964 Indrofa (Internationale Drogisten Fachmesse) was the first such international druggists' fair to be held at Cologne. Of the 605 exhibitors, eighty-two showed foreign (i.e., non-German) products. In five halls were shown cosmetics, health-preserving preparations, baby-care items, "patent" food preparations, wines and beverages, preservatives for general household use, insecticides for pest control, and petcare preparations. Two other pavilions covered the photographic trade, supplemented photographic exhibitions in black and white and in colour. Exhibits under the title "The Modern provided information on Druggist " furnishing for optimal service at minimal cost, and on sales promotion, window decoration, etc. Participation of the photographic industry at Indrofa was greater than ever. There was a comprehensive display of photographic equipment, plus photographs and unique arrangements of photographic backgrounds (birds, veteran cars, a camel, an airplane cabin and others). That scenery was an invitation to the many visitors at which to aim their cameras in a photographic competition with DM25,000 in prizes. Products publicly shown for the first time included new electronic flash-guns, the trend being to light, smaller and yet more powerful units, new Kodak Retina reflex and Instamatic cameras and a new Carousel-S slide projector. The projector and others shown equipped for the first time with low voltage quartz iodine lamps. The exhibition was also the *première* for the Adox Golf III A 35-mm. camera, its built-in light meter having a matchneedle setting visible in the view-finder.



SYRUP '62.5' and '125'

Plain inner carton



Plum flavoured Potassium penicillin V syrup

The pleasant plum flavour of Stabillin V-K syrup appeals both to children and adults. In addition, the pack is designed specially for the busy pharmacist. The syrup is quickly prepared from the soluble granules and, together with the spoon, can be presented in the plain inner carton to the patient. No extra wrapping is needed—saving valuable time at busy moments.

FOR USE DINGS PROCESS FOR 60 mil.

STABILLIN V-K SYRUP

Each 5 ml, will contain Phenoxymethylpenicillin Potasaium 8.P equivalent to 125 mg of Phenoxymethylpenicillin 8.P. when dispensed as directed

A 5 ml places spoon is enclosed

FOR DISPENSING DIRECTIONS SE SACK OF CARTON



STABILLIN V-K '62.5' contains 62.5 mg. penici!lin V (as potassium salt) in each 5 ml. when dispensed as directed. Granules to make 60 ml.—trade price 32/- per dozen.

STABILLIN V-K '125' contains 125 mg. penicillin V (as potassium

STABILLIN V-K '125' contains 125 mg. penicillin V (as potassium salt) in each 5 ml. when dispensed as directed. Granules to make 60 ml.—trade price 52/- per dozen.

60 ml.—trade price 52/- per dozen. ALSO AVAILABLE—Stabillin V-K Suspension and Tablets; Stabillin V-K Sulpha Suspension and Tablets.



#### ORDER NOW FROM YOUR USUAL WHOLESALER

Wholesale Division, Boots Pure Drug Company Limited, Station Street, Nottingham.

# ANNOUNCING THE NEWEST DEVELOPMENT IN ORAL CONTRACEPTION

## THE SEQUENTIAL APPROACH

# FEWINOR SEQUENTIAL

DOSAGE: Feminor Sequential consists of a 20-day course of tablets. For the first 15 days, a pink tablet is taken containing 0.1 mg of mestranol; and for the remaining 5 days a white tablet is taken containing 5 mg of norethynodrel and 0.075 mg mestranol.

#### MOST ADVANCED ORAL CONTRACEPTIVE

This is the most advanced preparation in the field of oral contraception and is the latest development of the Medical Division of London Rubber Industries which, for 30 years, has been the leader in modern family planning.

#### **CONTRA-INDICATIONS**

Feminor Sequential ensures optimum patient tolerance and regular cycle control. It limits the unpleasant side effects sometimes experienced with other oral formulations, and reduces the risk of long-term harmful effects. Yet this reduction involves no loss of contraceptive efficiency.

All oral contraceptives are, of course, contraindicated where there is a history of thrombophlebitis, pulmonary embolism, or cardiac, renal or hepatic dysfunction. Similarly, carcinoma of the breast or genital tract should preclude administration.

#### WHEN OTHER METHODS ARE UNACCEPTABLE

When a patient finds other methods of contraception unacceptable, then Feminor Sequential represents the new and safest approach to oral contraception. Supplies are available from your usual ethical wholesaler.

More details of Feminor Sequential are contained in literature available from: The Medical Division, Dept. O.T., London Rubber Industries Ltd., Hall Lane, London, E.4.

THE SEQUENTIAL APPROACH-FEMINOR



#### IN PARLIAMENT

WHEN MR. E. R. Lubbock asked the Minister of Health to what extent consultants were allowed to accept fees from drug companies for conducting clinical trials whilst practising under the National Health Service, Mr. Kenneth Robinson (Minister of Health) in a written answer on November 9, stated: "Only to the extent that the work involved is outside their hospital duties."

#### Plaster of Paris

SIR MALCOLM STODDART-SCOTT asked the Minister of Health if he was aware of a shortage in Yorkshire of plaster of Paris for dentistry. SIR BARNETT STROSS (Parliamentary Secretary, Ministry of Health) in a written reply on November 9, stated he was unaware of such shortages "in Yorkshire or elsewhere."

#### The Budget

AMONG points made in the Budget statement of the Chancellor of the Exchequer on November 11 were:—

The imposition of the 15 per cent. surcharge on imports is expected to raise £200 millions in a full year and also to save £300 millions on imports. Powers were being taken to continue the surcharge until November 1965, but the Chancellor proposed to review the situation in the Spring. Meanwhile books and periodicals are to be exempt the surcharge.

The tax on petrol and diesel oil is increased by sixpence per gall. (the increase took effect immediately).

The standard rate of income tax is being increased by sixpence on April 6, 1965, but the subsidiary grouping rates remain unchanged.

National Insurance contributions are increased from March 31, 1965, as follows: Male employees by 2s. per week; Female employees by 1s. 9d. per week. Employers will pay an extra 3s. 2d. and 2s. 10d. respectively per week.

A Capital Gains tax foreshadowed for introduction in the Spring will apply to assets wherever acquired.

A Corporation Tax to replace the present incomes and profits tax on companies is being introduced after the assessments in 1965-66.

#### LEGAL REPORTS

#### Patent Injunction

On an undertaking by Inter-Continental Pharmaceuticals, Ltd., Poland Street, London, W.2, the Court of Appeal, London, on November 9, discharged an interlocutory injunction granted in the High Court on July 1 to J. R. Geigy S.A., Basle, Switzerland (see C. & D., July 11, p. 32) restraining the London company from allegedly infringing a patent relating to the drug phenylbutazone. The London company undertook not to sell any phenylbutazone, except as supplied direct to them on order by Messrs. Geigy until trial of an action Messrs. Geigy are bringing against them for alleged infringement. Intercontinental Pharmaceuticals, Ltd., stated that they did not challenge the validity of the patent, which was granted fifteen years ago, but asserted that they were attempting to establish goodwill in the

supply of the drug before the patent expired by buying supplies of tablets from Geigy or their distributors in the United Kingdom and selling them at a loss. It was stated that as a result of reports of the pending action, the company were losing a great deal of business, "although they had acted in pure good faith." Geigy, S.A., claimed that they had tested tablets supplied by the London company and found that their products included a different dye from the one used by Messrs. Geigy.

Tetracycline Appeal in the Lords

THE use of Italian-manufactured tetracycline in the treatment of patients in National Health Service hospitals was an infringement of their rights, claimed patentees through their sel in the House of Lords on November 11. Five Law Lords began the hearing of an appeal by the Pfizer Corporation from a decision of the Court of Appeal on October 16, 1963, that the use and supply of drugs under the N.H.S. was a use "for the services of the Crown" and was accordingly covered by Section 46 of the Patents Act. The appeal, which is expected to last about six days, is being heard by Lords Reid, Evershed, Pearce, Upjohn and Wilberforce. Principal issue it raises is whether an authorisation given by the Minister of Health in 1961 to Fraser Chemicals, Ltd., to enable that company to sell to the Ministry tetracycline manufactured in Italy for use in the treatment of in-patients and outpatients in N.H.S. hospitals was within powers eonferred by the Patents Act, 1949. The section stated that any Government department, and any person authorised by the department, might "make, use and exercise" any patented invention "for the services of the Crown . . . " The company sought a declaration that the section could not be used to authorise the provision of patented medicines in treating N.H.S. hospital patients, since that was not a 'for the services of the Crown but a use for the benefit of particular members of the public who received

#### **COMPANY NEWS**

Previous year's figures in parentheses

REXALL DRUG CO.—Mr. M. Richardson (previously managing director) has been appointed chairman, and Mr. W. Clarke (previously marketing director) moves up to managing director.

GALA OF LONDON, LTD. — An interim dividend of  $7\frac{1}{2}$  per cent. is declared. In the light of trading experience so far, which has seen the expected profit improvement, the directors say that the £300,000 net profit target should be achieved.

WILLOWS FRANCIS, LTD.—Commenting on the accounts for the year ended January 30 (see C. & D., October 24, p. 420), the chairman (Mr. A. J. Cornforth) states that despite the increasing complexity and competitiveness of exporting the company's exports rose 17 per cent. compared with the previous year and represented 30 per cent. of turnover.

DUFAY, LTD.—A dividend of 12½

per cent. for the year ended June 30 is recommended. It is the first payment for nearly twenty years. Group trading profit was £190,206 against a loss of £20,271 for the previous eighteen months. The chairman, Mr. J. G. Gommes states that the first four months of the current year indicate that results for 1964-65 will show a "further substantial improvement"—irrespective of any new acquisitions.

UNITED STATES BORAX & CHE-MICAL CORPORATION.—Unaudited net income for the year ended September 30 is \$8,912,655 (\$7,355,973). Sales for the year amounted to \$89,762,151 (\$81,645,496). The president (Mr. H. Riemer) states that the improvement in sales and earnings reflected "increased demands for the company's products, attributable primarily to continuing favourable economic conditions in both domestic and foreign markets."

FISONS, LTD.—Commenting on the company's annual report for the year ended June 30, published on November 6, the chairman (Lord Netherthorpe) said the company had given much more information than previously, both by way of description and in figures. At a Press conference on November 5 he declined to elaborate further on the statement in the report on the contribution made by Fisons Pharmaceuticals, Ltd. The report says that the subsidiary, formed July 1, to consolidate pharmaceutical and associated activities, already showed a satisfactory return on capital employed and has good prospects for continued profitable expansion. On Whiffen & Sons, Ltd., the report says that turnover in-creased by 24 per cent, despite a fall in prices, particularly in overseas markets which represent 40 per cent. of Whiffen's total sales. (For statement of accounts see C. & D., October 31, p. 444.)

SANITAS TRUST, LTD. — Interim dividend is unchanged at 15 per cent., on capital increased by a one-for-five scrip issue, representing an effective rise of  $2\frac{1}{2}$  per cent. Total group sales for the half-year to September 30 are £3,317,709 (£2,431,417 in the same 1963 period) and the total estimated profit £503,100 (£396,364). In addition to the trading profit, a eapital profit of £56,914 has been realised on the sale of a quoted investment. The profit of Wright Layman & Umney, Ltd., is given at £40,000 and has been arrived at after deductions for staff redundancy payments and terminal losses on stock realisation to date, following on the decision to dispose of the freehold premises at Southwark Street, London, now surplus to requirements. Profits of some of the other companies in the group for the period are as follows: Sanitas Co., £287,570 (£226,330); Rimmel Co., £1 (£89,661) and Spa Brushes, £23,970 (£17,733). £100,750

BOOTS PURE DRUG CO., LTD.—World sales increased sharply by £4.8 millions to £60.54 millions in the half-year ended September 30 (£55.74 millions for the corresponding period of 1963). Group profit, before tax, was £5.77 millions (£4.69 millions). The interim dividend is unchanged at 4 per

cent. on capital increased by a one-fortwo scrip issue. The effective increase of  $1\frac{1}{3}$  per cent. is intended primarily to reduce the disparity between in-terim and final as the total dividend can only be decided in the light of the results of the year as a whole, the directors state. The net profit, after tax, for the half-year was £2.71 millions compared with £2.24 millions. During the current year certain additional payments of remuneration under the National Health Service have been received relating to previous years. As these are profits not of the current year, they have been excluded from the current years figures. If the additional remuneration received were included, profits of the six months to September 30, 1963, before tax, would be increased by £226,000 (after tax by £105,000).

#### **BUSINESS CHANGES**

EVANS MEDICAL, LTD., are to open a depôt at Brimsdown, Enfield, Middlesex, in January 1965.

MR. H. McFARLAND, Ph.C., M.P.S.N.I., has transferred his business from 29 to 22 West Street, Carrickfergus, co. Antrim, Northern Ireland.

UNDERWOODS (CASH CHEMISTS), LTD., have opened a pharmacy at 5 New London Street, London, E.C.3.

MORGAN'S POMADE CO., LTD., are transferring their present offices and factory at Sidcup, to new premises at Colewood Road Industrial Estate, Swalecliffe, Whitstable, Kent, during the period November 18–26.

LENTON PRODUCTS, LTD., have acquired the business of the Supreme Surgical Hosiery Co., previously owned by London Rubber Industries, Ltd. The production unit has been moved from Chingford, Essex, to Nottingham, but the brand and distribution continue as before.

BOWATER PACKAGING, LTD., have formed a plastics division. Mr. L. A. W. Edwards is director-in-charge and Mr. M. R. Pullen is manager of the division, in addition to being manager of the Perga division. Address: Brynmenyn, Bridgend, Glamorgan (telephone: Aberkenfig 367).

COOPER, McDOUGALL & ROB-ERTSON, LTD. (a subsidiary of the Wellcome Foundation, Ltd.), have purchased for cash the whole of the issued shares of Minsal, Ltd., of Northwich, Ches, manufacturers of animal feed supplements. Minsal, Ltd., will continue to trade under its own name. In 1956 it formed a subsidiary, Lea Brothers & Blakeman (E.A.), Ltd., in Nairobi, East Africa, where it now has its own factory.

ADDIS ISOVAC, LTD., Bernard Road, London, N.15 (telephone: Tottenham 0266), has been formed to manufacture and distribute Isovac flasks, Mayfair jugs, etc. The sales team will operate as before, Mr. Harry Pratt assuming responsibility for home and export sales. The Midlands and the West of England is being covered by Mr. G. Wenn, Mr. G. Nash remains responsible for the North of England and Scotland, and Mr. L. Hogwood

for London and the South-eastern area. Mr. Robin Blake is office manager.

**Appointments** 

BENGER LABORATORIES, division of Fisons Pharmaceuticals, Ltd., Loughborough, Leics, have appointed the following area executives: Messrs. J. E. Addy (Northern Ireland); F. McLaughlan (South Glasgow); and K. F. Rosser (Bristol).

#### **PERSONALITIES**

DR. H. SMITH, B.Pharm., B.Sc., deputy chief scientific officer and head of chemical pathology at the Microbiological Research Establishment, Porton, has been appointed to the chair of microbiology, University of Birmingham.

MR. E. J. WILLIS, M.P.S., managing director of FBA Pharmaceuticals (Aust.), Pty., Ltd., has been re-elected Federal president of the Australian Association of Ethical Pharmaceutical Industry for 1964-65. It is his fifth year of service in that office.

MR. HUBERT H. HUMPHREY, who was the only pharmacist in the United States Scnate before the recent elections, has been elected the American Vice-president. Details of the vice-president's career were published in The Chemist and Druggist (September 5, p. 220), at the time of his nomination to the office.

#### **DEATHS**

ALEXANDER. — On November 1, Mr. Robert Alexander, M.P.S., 27 Corstorphine Park Gardens, Edinburgh, 12. Mr. Alexander qualified in Edinburgh in 1901 and was for many years in Woolton, Liverpool, before opening his own business at 13 Bristo Street, Edinburgh, over twenty years ago.

BAGGOTT.—On November 8, Mr. Frederick Thomas Baggott, 24 Woodcote Road, Leigh-on-Sea, Essex. –Mr. Baggott was chairman of W. Sutton & Co., Horseshoe Lane, Enfield, Middlesex. He had been with the company for over sixty years.

BURROWS.—Recently, Mr. Thomas Ralph Burrows, M.P.S., The Pharmacy, Post Office Square, Beeston, Notts. Mr. Burrows, who qualified in 1920, was a former president of the Nottingham Branch of the Pharmaceutical Society.

BYWELL. — On October 27, Mr. Alfred Bywell, M.P.S., 39 Eastlands, High Heaton, Newcastle-on-Tyne, Northumberland. Mr. Bywell qualified in 1927.

COOK. — On October 24, Mr. Thomas Cook, M.P.S., 118 West Parade, Lincoln. Mr. Cook qualified in 1897.

CUZNER. — On November 2, Mr. Roy Cuzner, aged seventy-five. Mr. Cuzner had been a director of Chemicovens. Ltd., chemical merchants, Vintry House, Queen Street Place, London, E.C.4, for over thirty-five years, during most of which time he had been managing director. Mr. Cuzner was at one time Assistant Publisher of THE CHEMIST AND DRUGGIST.

DAVIES. — On November 6, Mr. George Davies, M.P.S., Arfryn, Solva, Haverfordwest, Pembrokes. Mr. Davies qualified in 1929.

HUCK.—On October 23, Mr. John Greig Huck, of 9 Quarry Place, Bradford, 2, Yorks. Mr. Huck qualified as a chemist and druggist in 1911.

MADDISON.—On November 1, Mr. George Edward Maddison, M.P.S., 4 Front Street, Pelton, co. Durham, aged eighty-four. Mr. Maddison qualified in 1906.

MARNS.—Suddenly, in the Royal Masonic Hospital, on November 8, Mrs. Jessie Louise Marns, 19 Montpelier Court, Ealing, London, W.5, wife of the late Thomas Marns, past-president of the Pharmaceutical Society of Great Britain.

MINDHAM.—On October 25, Mr. Thomas Raper Mindham, M.P.S., 37 Woodlands Drive, Harrogate, Yorks. Mr. Mindham qualified in 1931.

PEARLMAN.—On October 26, Mr. Percy Pearlman, M.P.S., 11 Netherton Road, Twickenham, Middlesex. Mr. Pearlman qualified in 1947.

#### TRADE IN PHOTO GOODS AND TOILETRIES

#### Ups and downs of 1964's second quarter

of Trade's Business THE Board Monitor production series on photo-graphic equipment for the period April-June and on toilet preparations for the period June-August have just been released. They show that the value of deliveries of photographic equipment including sensitised materials in the second quarter at £6·19 millions was more than a quarter greater than a year earlier; home deliveries increased by one-fifth and export deliveries by almost one-half. From this quarter the coverage of the inquiry has been extended to include document copying machines. Compared with a year earlier home and export deliveries of ciné-cameras and standard 35 mm. ciné projectors showed substantial falls. Home market deliveries of other ciné projectors were 16 per cent. less and export deliveries of non-miniature photographic cameras were two-fifths lower. Deliveries of sensitised film and paper and cloth

were again well above the level of a year earlier.

In the three months ended August, manufacturers' sales of toilet preparations totalling £20.4 millions (at current prices) were £1.8 millions higher than in the same period a year ago. Total value of sales to the home market increased by 10 per cent. With the exception of hair preparations which were slightly lower, all sectors showed increases. Sales of perfumes and toilet preparations at £1.24 millions rose by 11 per cent., other toilet preparations at £7.59 millions, by 20 per cent, and dental preparations, £3 millions by 8 per cent. Export sales at £2.58 millions were 11 per cent, higher than in the corresponding period of 1963. Allowing for the increase of  $3\frac{1}{2}$ per cent, in wholesale prices of toilet preparations over the past year, it is estimated that the volume of sales in the three months ended August was 6 per cent, higher than a year earlier.

#### NEW PRODUCTS AND PACKS

#### PHARMACEUTICAL SPECIALITIES

Dental Tablets in New Presentation. —Boots Pure Drug Co., Ltd., Station Street, Nottingham, announce that orders for Nivemycin dental tablets are now being met with Nivemycin dental cones, which give an improved shape for ease of handling by the dental surgeon. Messrs. Boots state that stocks of Nivemycin dental tablets, which are perfectly satisfactory for their purpose, should not be returned.

Cough Linetus for Diabetics.—Following the successful marketing of their linctus Pholcomed forte, Medo-Chemicals, Ltd., 144 Fortess Road, London, N.W.5, have added to their range Pholcomed forte diabetic in bottle of 100 mils. The preparation contains the same active ingredients as Pholcomed forte (15 mgm. of pholcodine and 4 mgm. of påpaverine hydrochloride) but in a sugar-free, blackcurrant-flavoured base.

Expectorant Linetus. — Evans Medical, Ltd., Speke, Liverpool, 24, announce the availability of a new expectorant, demulcent, bronchodilating torant, demulcent, bronchodilating linetus, Ipexon. Ipexon expectorant is understood not to contain any sedative or antihistamine. It exhibits a combination of drug properties specially useful in the management of respiratory diseases in which difficulty in raising sputum is experienced. The pack is a bottle of 4 fl. oz., with plastic spoon to facilitate accurate measurement of dosage. Each 5 mils contains 100 mgm. of guaiphenesin (alpha glyceryl guaiacol ether) and 18·3 mgm. of ephedrine hydrochloride in an aromatic flavoured vehicle.

#### OVER-THE-COUNTER MEDICINALS

Medicated Lip Salve.—"Everyone with smarting, chapped or cracked lips," say Dendron Distributors, Ltd., 94 Rickmansworth Road, Watford, Herts, "will welcome the arrival of Blisteze—the new, medicated lip salve in the handy tube with its special on-the-spot applicator."

Improvements All Round. — " New look—new (customer) value—new (top-profit) deal for the retailer." That is the claim by E. C. De Witt & Co., Ltd., Cherry Orchard Road, East Croy-



don, Surrey, for De Witt's throat loz-The redesigned pack (a vial) holds fifteen instead of twelve lozenges, each in a new slimmer shape. Constituents are unchanged (1.25 mgm. of tyrothracin; 8 mgm. of benzocaine). Eighteen cartons are contained within an eye-catching display outer in standardised colour scheme of red and

black. A bonus and extended credit are available until November 30. The pack and its outer is shown at right of picture in previous column.

#### COSMETICS AND TOILETRIES

Perfumed Talc.—In launching a new product, Peggy Sage perfumed talc, Chesebrough-Ponds, Ltd., Victoria Road, London, N.W.10, are offering purchasers a lace-edged handkerchief free with every pack. The talc is in three fragrances.

Hair-colour Shampoo. — A new product, Nestlés Colorhue, described as the newest of new formulas," incorporating colour with a top-grade shampoo, is available through the distributors, Fassett & Johnson, Ltd., 86 Clerk-enwell Road, London, E.C.1. It is available in five colours.

#### SUNDRIES

Sponsored Sanitary Towels. — The Sanela towels formerly market-Maws ed by Pharmacy Supplies, Ltd., Bar-Herts, net. now in the N.P.U. sponsored range. All packs carry on the outer surface the N.P.U. carboy and the symbol words "Quality N.P.U. products. Only from your chemist.



"Boopee-doop" Eyes.—Eylure, Ltd., 60 Bridge Road, Welwyn Garden City, Herts, manufacturers of artificial eyelashes and fingernails, introduce a "new look," which they call "boopee-doop" eyes—"a party-time look for eyes to



complement this season's 'thirties' fashion trend." "Boopee-doop" eyes are big and round; with a "soft fringe of flottory" additional to form of flattery" added by fur or sable lashes. An explanatory booklet is supplied to stockists for issue to customers.

A Range of Seent Sprays. - Marcel Franck & Co. (London), Ltd., 9 Park Hill, Clapham, London, S.W.4, have brought out a new Marcel Franck range of scent sprays including the already well-known Wedgwood jasper ware of which Messrs. Franck are the exclusive suppliers for scent sprays, and latest black-and-white design. The company's new pocket spray series 400 is available in crystal glass, "limoges" or metal. Limited supplies only are available in Britain at present.

First-aid Kit for Home or Car. -Dalmas, Ltd., Steeley Lane, Chorley, Lancs, are manufacturing a new first-aid kit suitable for use in the home or



for motorists. Finished in reinforced black doeskin PVC, the case with-stands hard wear. The contents are easily accessible.

Tissues for Travel. — Described as "the ever-moist cleansing tissues," Quickies Travelfresh tissues are for cleansing face and hands thoroughly. The moisture dries quickly on the skin, but leaves a feeling of cleanliness and fragrance. The tissues are soothing and restful when used as a mask over a tired face, and left to do their soothing work for ten minutes, while they slowly dry. The pack is a blue and white carton. Made by Associated Products, Ltd., Eldon Street House, London, E.C.2, the tissues are distributed by Fassett & Johnson, Ltd., 86 Clerkenwell Road, London, E.C.1.

Elegant Enough for the Boudoir .-Nocturne, a new de-luxe addition to the Fresh-aire range from Cooper, McDougall & Robertson, Ltd., Berkhamsted, Herts, performs its deodorising function while looking smart enough for the bedroom or boudoir. The container is covered in a blue-and-silver foil, has a



matching directional spray cap, and is packed in a high-gloss carton in white, blue, black and gold, with a window allowing the colour of the container to be seen. Nocturne is non-inflammable, and provides instant air freshness at the pressure of a finger.

#### TRADE NOTES

A Second Size.—Norma Chemicals, Ltd., 198 Finchley Road, London, N.W.3, advise that Noradran bronchial syrup is now available in a 4-oz, bottle in addition to the 20-oz, size.

No Longer Supplying. — Fraser Chemicals, Ltd., 88 Lewisham High Street, London, S.E.13, announce that, from November 14, they are no longer supplying Nitrofurantoin in any form, except in completion of existing contracts.

Wholesaler's New Depôt.—Unichem, Ltd., have opened a branch at Croydon, Surrey (telephone: Lodge Hill 4000) from which they are offering chemists south of the Thames the advantages of a telephone ordering system that "saves time and money when ordering"; faster (and more frequent long-distance) deliveries and other advantages.

Change of Proprietorship. — The goodwill in Kest tablets, formerly marketed by Kest, Ltd., Bangor, co. Down,

Northern Ireland, has been acquired with the trade mark, by Astrem, Ltd., a subsidiary of West-Silten Pharmaceuticals, Ltd., Hove, Sussex. Messrs. West-Silten are acting as distributors for Kest tablets. Orders should be sent by chemists through their usual whole-salers

A Pack Withdrawn. — QUINODERM, LTD., 176 Chadderton Road, Oldham, Lanes, have withdrawn the 2-oz. pack of Quinoderm cream. Supplies of the 1-oz. size and of Quinoderm hydrocortisone, 15 gm., continue to be available through usual wholesalers. — Boots Pure Drug Co., Ltd., 37 Station Street, Nottingham, have discontinued the 25-tablet pack of Melsedin 150 mg. owing to greatly increased demand for the 100 and 500-tablet packs.—Parke, Davis & Co., Staines Road, Hounslow, Middlesex, have discontinued issuing Crysto-Vibex solution, 50 mgm. per 5 mils.

"Money Back" on First Purchase.

—New Bowater-Scott "man size"

#### PRIZE COMPETITIONS

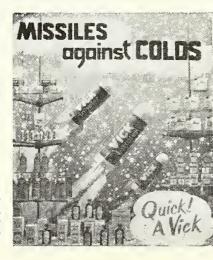
Title Competition.—André Philippe, Ltd., 71 Gowan Avenue, London, S.W.6, announce a search for "Miss André Philippe, 1965." The competition will be national scale, inviting entries for the title, which requires the participant to send details of height, bust, waist and hip measurements, hair colouring, and profession, plus photograph (non-returnable and preferably full length). Entry forms are being provided to all stockists of the company's products. They are being issued free to purchasers of André Philippe products. Prize is a luxury week-end in Paris, with first-class air travel, cham-pagne lunch on 'plane, first-class hotel, dinner at Maxim's, a night out at Lido night club, a going-away suit and eocktail dress by Harding & Shaw, two magnums of Patriarche wine, a casket of André Philippe products and £100 spending money

Competition Winners. — A prize-winning pair in a competition organised recently by Burroughs Wellcome & Co., 183 Euston Road, London, N.W.1, to promote the sales of their product Saxin decided to give the prize—a seventeen-day holiday in Barbados—to a "deserving doctor and his wife." The British Medical Association has been asked to suggest a suitable

recipient. The couple, Mr. and Mrs. Bray of Huddersfield, only recently returned from a holiday in Israel gained as a prize in another competition. The prizes were presented in London on November 9 by Mr. N. G. F. Taylor (Commissioner in the United Kingdom for the East Caribbean Governments). Two of the winners (Mr. and Mrs. Macartney, Cromwell Road, London), leave London on February 12, 1965, for a holiday at a luxury hotel on St. James's Coast, Barbados. Mr. and Mrs. Dunphy, Bristol, the other prizewinners, unable to take the holiday, received a cheque in lieu. The pharmacists who sold the prize-winners their Saxin were Messrs. F. A. Goodall, 136b Westbourne Road, Marsh, Huddersfield, Yorks, and W. F. Ive (Cooper, Son & Co., Ltd.), 115 Gloucester Road, London, S.W.7, and Miss M. J. Wilkes, 30 Gloucester Road North, Northville, Bristol, 7.

Prize-winning Photos.—On November 2, Spike Milligan presented prizes in a national "Camera at Sea" competition organised by Ocean Travel Development in conjunction with the Photographic Information Council. First prize (a cruise for two in the Mediterranean) went to B. C. Morgan, 22 Rannoch Drive, Cyncoed.

WINNING DISPLAY AND WINNING SMILE: The window display (left) that won for Mr. Charles George Drummond, M.P.S. (managing director of Chemists Associated (Birmingham), (right) a first prize worth £1,150 in a competition organised re-cently by Vick Inter-national. Ltd. Mr national, Ltd. Mr. Drummond, who con-structed the display at home in his spare time, regards window display as one of his hobbies. other He has won prizes, but never before one so big.





Scotties (Bowater-Scott Corporation, Ltd., Bowater House, Knightsbridge, London, S.W.1), are being supported by the "biggest introductory offer ever for facial tissues." Customers are offered their money back on the first box purchased. The pack, in design of grey, red and black stripes with lettering in black and white, contains 100 2-ply 12-in. sq. tissues.

World Series.—The Lucien Lelong perfumes, distributors of which in Great Britain are Parfums de Lucien Lelong, Ltd., 86 Clerkenwell Road, London, E.C.1, are being unified in packs that are readily identified by travellers moving today from one country to another. The makers hope to carry on the tradition created by the founders' flair for design in bottles and packings, examples of which are provided by "N" perfume, first presented in a bottle in the form of an urn, the tall and elegant bottle for *Indiscret* (draped like a flowing hand-kerchief).

Surcharged. — Pharmacia (Great Britain), Ltd., Sinclair House, The Avenue, London, W.13, state that, by reason of the 15 per cent, surcharge imposed on most imports by the Government, the prices of all Pharmacia products except Salazopyrin are being increased on November 15. They include Rheomacrodex low-molecular-weight dextran; Skopl methylscopolamine nitrate; Sephadex gel filtration medium and Mycofarm products of the Mycofarm division, Royal Netherlands Fermentation Industries, Ltd. As stocks of Salazopyrin already in Britain are relatively high, Messrs. Pharmacia intend to try to hold their present prices, at least until the beginning of December. As much notice as possible will then be given of any change.

#### **Premium Offers**

FREE CHRISTMAS PAPER.—Kimberly-Clark, Ltd., Larkfield, Maidstone, Kent, are offering free packs, each containing nine assorted sheets of Christmas wrapping paper measuring 29 x 19 in.. to purchasers of Kotex from October 19 to December 15. Customers will be required to send one box top or bag to Kimberly-Clark, A showcard in bright colours, which can be used free standing or attached to a Kotex merchandiser, is available.

#### **Bonus Offers**

ASTREM, LTD. (distributors: West-Silten Pharmaceuticals, Ltd., 9 Palmeira Mansions, Church Road, Hove, 3, Sussex). Kest tablets. Thirteen invoiced as twelve. Till December 31.

CHESEBROUGH-PONDS, LTD., Victoria Road, London, N.W.10. Peggy Sage perfumed talc. Twelve invoiced as eleven.

COOPER, McDougall & Robertson, Ltd., Berkhamsted, Herts. *Nocturne* Freshaire deodorant. Six units invoiced as four. Till December 31,

Cussons, Sons & Co., Ltd., Kersal Vale, Manchester, 7. Cold cream soap. Twelve invoiced as ten. Till November 27.

#### INFORMATION WANTED

The Editor would appreciate information about :

Peruvian balm

## Packages for Chemicals

#### USERS AND SUPPLIERS DISCUSS THEIR PROBLEMS

FOURTH packaging conference of the Association of British Chemical Manufacturers, held in Harrogate, November 2-5, was attended by about 150 delegates. It was presided over by Mr. G. H. Edwards (chairman of the Association's packaging committee).

First paper, which was entitled "The

Economics of Materials Handling," was given by Mr. C. G. CHANTRILL. The expense of handling materials had been estimated as being, in the United States, 50 per cent, of total production eost. It might well be greater in the United Kingdom. If, in industry, supplies of materials and components were not provided at the right place and the right time, whole arrangements could fail. In any factory operation or pro-cess there were fixed costs (rent, rates, depreciation), which remained the same regardless of the volume of activity; direct costs, which varied in direct pro-portion to the volume of activity, and variable oncosts, which were influenced by changes in volume of activity or output, though not in a direct proportion. At low volume of activity income from sales was less than total operating cost, As volume increased the difference became less until sales income equalled total operating cost. Thereafter sales income became increasingly greater than total operating cost, the difference being profit margin. Recommending a new method was purposeless unless it was reasonably certain that the volume of activity required would always be well in excess of the break-even point.

#### Effect of Mechanisation

First effect of mechanisation was to increase the fixed expense by costs such as depreciation and maintenance. But it made possible greater reductions in the labour cost. In assessing costs of labour and of handling equipment, one must also assess hidden losses and opportunities missed when the potential advantages of efficient handling were not seized.

Storage involved finance, equipment, man-power and space, which were unproductive and generated no profit. So long as the use of storage facilities improved productivity and earning power, so long was it justified. But, in warehousing, the operating margin over and above stock carried was relatively small, making speed of service and speed of stock turnover vitally important.

The siting of warehouses was becoming increasingly important. Ideally they should not be located in town centres where transport had to fight its way in and out. They were better placed close to perimeter roads at focal points based, for local distribution, on transport convenience and for distribution to a distance, on convenience for existing and projected rail, road, sea and air routes. Warehouse layout should be based on grouping commodities according to the method of handling and the equipment to be used. Goods in more frequent demand

should be more readily accessible and pass over the shortest distance. Storage and handling equipment should be separately designed for each commodity group. That might demand, in the same warehouse, palletised storage and handling, conveyor schemes, crane schemes, monorail systems and manual handling—each separately justified and contributing to a balanced overall operation.

Mechanical handling could reduce space (the faster the throughput the less space necessary to sustain a given volume of materials passing through). It could save individual handling by using special purpose vehicles such as tankers and bulk carriers; by palletisation, by container traffic and by vehicles carrying other vehicles. It could reduce vehicle standing time by facilitating loading and unloading, preloading, and speeding-up the transfer of goods from one vehicle to another.

#### Conflicting Aspects

The economics of packaging in re-lation to handling, which were often in conflict, involved both intangible aspects (appearance, colour and shape to promote sales appeal and "brand "), and functional aspects (shape and size of pack that would fit economically into a container-carton; shape and size of container-carton to accommodate maximum goods/volume and to conform with pallet and/or transport-container modular requirements; pallets and/or containers to conform with standard vehicle dimensions; all types of pack to be sufficiently strong to protect goods having regard to methods of handling employed, and wherever possible to facilitate handling, identification, accounting documentation. In revising a pack to suit convenience of handling, net increase in cost should be avoided. Future trends indicated distribution techniques that would make warehousing and transport part of the same organisation; automatic warehouses, dual-purpose transport (to ensure better use of vehicles), more mechanical handling and the transfer of long-distance freight traffic from the roads to the railways. The trend would be to reduce to a minimum the value of goods in the pipe-line.

When delegates discussed their problems with panels representing manufacturers and users of packaging materials, Mr. J. R. SHARP (Lansing Bagnall, Ltd.) said that damage suffered by packages during transfer into and out of ships could be reduced by palletisation, and the loss of space was more than outweighed by quicker turn round time for the ship. MR. J. C. ABBOTT (British Overseas Airways Corporation) warned manufacturers dispatching goods by air, particularly "exotic" chemicals, of the danger that "inside" containers might fail through changes in pressure within the aircraft. MR. J. K. NOAKES (London Containers and Noakes, Ltd.) said that the cost of using a plastic container that would travel without an overpacking would be prohibitive. Plastic containers were best armoured for export, crated for the home market, with better handling to withstand spillage of corrosive liquids.

#### Trends

In the next paper, which was on "Trends in Handling," MR. C. H. H. LINGARD (Imperial Chemical Industries, Ltd.), said that packages in the chemical industry today were of such a size as to require mechanical handling throughout. In that field the fork lift truck had developed from a useful tool, operating mainly in the factory yard, to the major tool in warehousing. It had led to the unit load (in the chemical industry, usually of sacks and drums) and, in some situations to the use of intermediate bulk containers (I.B.C.sdefined as something between a drum or sack and a bulk vehicle). The need to save labour had also led to increased use of bulk transport.

In the next decade the trend would be towards further use of intermediate bulk containers. Factors affecting selection of an I.B.C. included cost; size and weight; materials of construction; methods of filling and emptying (including weighing, cleaning and inspec-tion); and facilities for handling, storage and transport, both full and empty. Anything that relied on a longer than five-year life to make it an economic proposition was unsound. Capital cost and turn-round time determined the package cost per trip for purposes of comparison with existing packages. The possible use of I.B.C.s in individual circumstances could only be assessed if looked at in detail: the answer could not be extrapolated, except to groups of similar products made in the same plant. Where existing package costs exceeded one halfpenny per lb., I.B.C.s might be economic. However, additional savings could come from reduced labour costs and warehousing and from improved working conditions (as by the reduction of dust, etc.).

Another newcomer was the freight container—an I.B.C. "blown up" in size—or a demountable van, the use of which as a demountable tanker had potential in shipping or for transfer from one type of transport system to another. Fork-lift trucks were now being flame-proofed and dust-proofed for use as integral parts of chemical plant processes. He hoped that, as demand increased, manufacturers would be more willing to tackle the design problems involved.

Two kinds of performance test for packages were defined in a paper by MR. H. S. KENYON (central packaging section, Ministry of Aviation). The most fundamental might be called "absolute" testing, the whole package design, rather than an individual feature of the package, being tested for its ability to survive the whole of the distribution hazards. At the other end of the scale was "relative" testing, commonly used for quality-control purposes to ensure that production

packages conformed to an already established design. Tests might range from simple measurement of a particular feature to a performance test on one of the package constituents (such as the "burst" strength of fibreboard). In the "relative" system, the criterion of success was ability to survive the test. It usually cost less than an "absolute" test, making it possible to test a larger number of samples and test them more quickly. Skill and care were necessary in extrapolating from the performance of constituent parts to performance of the whole package. For that reason most test schedules combined both systems.

Before a testing procedure could be laid down the damaging factors had to be assessed and actual conditions correlated to tests practicable in the laboratory. Factors causing damage could be climatic (temperature, humidity); biological (animal or vegetable attack); or physical (handling).

Mr. Kenyon listed the following general principles for determining test procedures:—

(1) If a particular hazard is likely to be encountered either include a test simulating it, or ensure that the package incorporates an established method of combating the hazard.

(2) In general put the packages through the test schedule in a single continuous sequence.

(3) for "absolute" forms of testing put each package through all the tests (for "relative" testing, or to isolate one aspect of performance, "one package, one

test" could be the rule).

(4) Put tests in a significant order based on the likely order of events in distribution or use one test to "set-up" the package for the test following (as by alternating physical and climatic tests).

#### Effective Ambassador

Much discussion followed a paper by MR. R. S. Law (Whiffen & Sons, Ltd.), entitled "Whither the Package?" He stressed that the package could be a means of selling more of its contents. It could be attractive to look at; could display its contents either visually or by well laid out labelling; could tell how the contents should be handled and stored, and it could be a silent effective ambassador all its working life. Cost should not be an overriding factor. He called for closures that would allow the contents of the pack to be removed in a controllable way and labels that could still be deciphered at the end of the journey.

Square packages were prone to damage. Would not a hexagonal package be stronger and use less space? Standardised packages were needed for economy in handling. Packaging manufacturers must see to it that they gave ample instruction on the best methods of handling their containers and equipment. The tendency was towards more non-returnable packages. allowed the manufacturer of the goods to mechanise his filling on a standard clean pack. But they created a serious disposal problem. No residues must remain to cause poisoning, fire or damage if the container fell into the wrong hands. Steel manufacturers were now less inclined to take back scrap metal and the plastic container might be virtually indestructible except by heat (which could cause nuisance and danger in the immediate neighbourhood).

The four papers provoked considerable discussion within the four groups that assembled on Wednesday afternoon. Each group's activities were reported to the full conference on Thursday morning. Many delegates considered that packages currently offered were adequate for their purposes, and careless or faulty handling could be blamed for losses in transit. That par-ticularly applied to packages for export, where the supplier had little control over unloading at the discharge port and none over transit from shipside to customer. It was suggested that the A.B.C.M. packaging and transport committees should meet representatives of shipping lines to consider how matters could be improved.

One group recommended that the Association should provide an advisory service to keep members of the industry informed on new construction materials and designs. Another group called for more research into package testing and the collation of existing data, the cost to be met by industry as a whole, with government support. Others pointed out that existing standard packs did not make the best use

of pallet space.

The use of intermediate bulk containers was held to depend upon turn-round time, perhaps making it profitable for the supplier to install bulk containers at the customer's works at his own expense, though that might tie the customer to one supplier. Mr. Lingard said that experience had shown that turn-round time was unlikely to be less than four weeks to a customer, but the number of containers in circuit

could be determined and kept to a minimum given close co-operation with the customer.

It was agreed that competition in export markets required the pack to be presented to the customer in first-

class condition.

In a final summing up, MR. E. O. ROUNSEFELL (Laporte Chemicals, Ltd.) said that when Common Market tariff barriers to British goods operated fully after 1967, the prime cost of a package might determine whether European business in chemicals was obtainable or not. In 1963 Britain had exported £368 millions worth of chemicals and he estimated the value of the packages involved at around £7·3 millions (£44 millions when all chemical sales were considered). Packaging must be the concern of senior management to ensure that development took place along the right lines and that all reasonable economies were effected.

Three main threads had emerged from the conference: the need for officially accepted standards of package performance testing; the trend towards the larger unit package and its corollary in terms of mechanical handling; and the need for study of the economics of alternative methods of mechanical handling. A major saving was arising from the adoption of the larger unit package and the bulk container, but the industry seemed to have been conservative in making the best of new

materials of construction.

An extensive demonstration of transport and storage containers, pallets, and materials handling equipment, was introduced to conference delegates by MR. A. R. WRIGHT (Lansing Bagnall, Ltd.), including a working model to show programmed warehouse operation.

#### NURSES SHOWN NEW PRODUCTS

#### Pharmaceutical companies at London exhibition

OVER fifty companies in the pharmaceutical and allied spheres were among the exhibitors at the forty-ninth London Nursing Exhibition held in conjunction with the Professional Nurses' and Midwives' Conference, October 12–16. While most companies concentrated on established ranges or recently introduced products, a number of new items were displayed, including:

ENERGEN FOODS CO., LTD., Ashford,

ENERGEN FOODS Co., LTD., Ashford, Kent: Energen non-sugar sweetner, one tablet of which is said to have the sweetening power of one teaspoonful of sugar. The tablets, which dissolve rapidly and are claimed to leave no unpleasant after-taste, may be used in cooking besides in beverages. The pack is tablet dispenser of 100. Also on display was the re-styled screw-cap pack for Energen low-sugar jams, which now contain a greater proportion of whole fruit.

JOHNSON & JOHNSON (GREAT BRITAIN), LTD., hospital division, Gargrave, Yorks: Among new items shown were Johnson's polypropylene gallipots; Day-Lee limited re-use cloths made from Keybak non-woven fabric (claimed to last through at least ten days' hard use or for removal of ointments, emulsions and perspiration); and Regal cotton filmated swabs, each of 8-ply non-woven fabric. Also dis-

played were first-aid cases to comply with the Offices, Shops and Railway Premises Act, 1964.

LENTON PRODUCTS, LTD., Grove Road, Lenton, Nottingham: Yalcs Springtime support hosiery, claimed to be a totally new development combining Elastomeric fibre and Bri-nylon to produce a stocking giving "wonderful support without sacrificing that 'sheer nylon' look." Springtime hosiery is recommended for women who, although suffering badly from leg fatigue, have so far resisted advice to wear support stockings. Both seamed and seamless garments are available in small, medium and large sizes; the shade is Persian glow with grey and black supplied for nurses and midwives.

Policid for nurses and midwives.

Oppenheimer, Son & Co., Ltd., 43
Clapham Road, London, S.W.9: Two
new products shortly to be introduced
were shown. Zoleas with silicone is
described as a bland non-aqueous ointment combining the protective properties of silicone with other ingredients
of proved therapeutic value in the
treatment of dry eczema and associated
conditions. Packs are tubes of 20 and
40 gms. The company's established
treatment for hæmorrhoids, U.R.A.
ointment, is being given a new package
and renamed Pylura ointment. It is
also available in 20- and 40-gm tubes.

## Correspondence

Letters when received must bear the name and address of the sender, not necessarily for publication. The Editor does not hold himself responsible for the views expressed.

#### N.P.U. Clearing House

SIR, — In your October 31 issue "Xrayser" asks if anything can be done to ensure that payments made through the National Pharmaceutical Union clearing house are duly acknowledged. After the passing of the Cheques Act, 1957, all firms included in the clearing-house schedule were asked to acknowledge each individual payment, and over the following months it was confirmed that those using the receipts clearance did so. We could not check the others—about sixty firms—who return receipts direct to customers. We are, however, asking for a renewed assurance, and personal letters from members to the firms concerned would add weight to our request.

K. G. CLUER, Finance Officer, National Pharmaceutical Union, London, W.C.1

#### Nitrofurantoin Tablets

SIR,—Notice was recently given of a patent infringement action taken by Smith, Kline & French Laboratories, Ltd., concerning nitrofurantoin. I suggest it is the duty of Messrs. Smith, Kline & French to advise pharmacists on the procedure to be adopted when presented with a prescription for tab. nitrofurantoin, B.P., i.e. the official tablet. Furadantin tablets are pentagonal in shape; the British Pharmacopeia requires tablets to be circular in shape and furthermore specifies a diameter of \( \frac{5}{16} \) in. for 50-mgm. nitrofurantoin tablets. Hence Furadantin tablets cannot be supplied in response to a demand for the official preparation. What does the pharmacist do?

FRANK G. STOCK, Research chemist, City of Birmingham Analytical Laboratories

#### The Quiet Ones

SIR,—I have before me, as I write, a list of companies which intend to claim exemption from the provisions of the Resale Prices Act (or Heath's folly). But there must be an exceeding large number of firms intent on dodging the column. The names of most of these do not readily come to mind as—otherwise than in the cliché—they are inconspicuous by their absence from the list. And companies intending to do nothing keep very, very quiet. I have asked three trade organisations for names of those who require prodding into action; but I am no wiser now than I was before. One secretary politely suggested that, if I required information I should let him know for what purpose it was required. Can't we have a "blacklist" as well as a "white list"?

R. HUTCHINSON, London, S.E.7

#### Myth Exploded at Last

SIR,—It is now obvious that we have neither professional nor business men in top positions of pharmacy administration. To add 20 per cent, oncost to any article for sale, let alone dispensing by qualified persons, is indeed stupid, in spite of the addition of a small dispensing fee. Further, the publication by the Pharmaceutical Society of a recommendation of "low" pricing for private prescriptions, virtually based on National Health Service remuneration, proves to the Minister of Health, without any shadow of doubt whatsoever, that pharmacists are entirely satisfied with the treatment meted out by the Minister. No business man in his right mind can accept this situation and therefore cannot boast of being in any way professional, as the recommended remuneration puts little value on pharmacists' qualifications.

L. S. BELLAMY, Chelmsford, Essex

#### **Practice Premises: Their Scope**

SIR,—One aspect of the Ministry of Health's new proposals for helping general medical practitioners to meet the cost of providing practice premises (see your leader, C. & D., October 17, p. 403) must be watched, namely those affecting practice in rural areas, where the position of the rural pharmacist must be safeguarded. It would be ludicrous for National Health Service pharmacists to subsidise their rural colleagues under the new proposed aid scheme and to see the rural dispensing doctor having his dispensary modernised at State expense. The position of the rural pharmacist is at enough disadvantages now without another one being added. Could modernisation of the doctors' premises also encourage more and more of them to undertake dispensing, both rural and urban? The Ministry states that the improvements must be "for the purpose of National Health Service practice." One cannot differentiate in the dispensary between private and N.H.S. use.

MERVYN MADGE, Plymouth.

#### A Matter of Policy

SIR,—If Messrs. Maw expect future support from chemists they might at least have advertised Trufoods in their feeding bottles—or are the buyers expected to get their Heinz coupons exchanged at the cut-price grocers? Makes yo' fink mate!

EDWARD J. BLACKMORE, Southend-on-Sea, Essex

SIR,—I read with considerable surprise that Maws Pharmacy Supplies, Ltd., are including in their cartons of baby pants a coupon to be exchanged at chemists' shops for Heinz baby foods. In view of Messrs. Maw's policy of supporting the private chemist, I should have thought that they would have first consulted the baby-food firm that is "chemists only," namely Messrs. Trufood, before doing this. I am a good customer of Messrs. Maw and stock all the N.P.U. sponsored products, but I have ceased stocking Heinz foods because of the vast amount of price-cutting that is taking

place in supermarkets and grocers' shops in this brand of baby food. I now stock Trufood only, and am pleased to say that I am doing far better baby food business than ever before.

D. G. VAUGHAN, Leicester

Making Amends

SIR, — With reference to the letter from Mr. Thewlis of Middlesbrough regarding Eye Dew (C. & D., November 7, p. 474), for your information we are enclosing a copy of the letter which was written to Mr. Thewlis regarding this matter.

THANK you very much for the copy of the letter which you sent to The Chemist and Druggist regarding Eye Dew. Your comment is perfectly justified, as, of course, the 21s. profit per doz. refers to buying Eye Dew on best terms, either on its own, or with the inclusion of other products distributed by us. The wording, therefore, should have read "you can make 21s. profit per doz.," and we deeply regret this omission, and do assure you that it is not our intention to mislead. We would like to express our thanks to you for writing in to us. and we can assure you that any future reprints will have the correct wording.

Keldon, Ltd., A. F. Dommersen, *Director*, Perivale, Middlesex

#### **Bulk Buying**

SIR,—As the manager of a wholesale chemist, I have been interested in correspondence on this subject. I am pleased to see that someone has remarked on the danger of taking business away from the wholesaler until it is no longer possible for the wholesaler to carry on. The private retail chemists are our friends. Both in a personal and business capacity I am concerned for their economic and professional welfare. However, the following facts may not generally be recognised. Responsible senior people in our organisation are continually worried and frustrated by its inefficiency. To increase the efficiency, so far as dealings with retailers concerned, is possible only by greatly increasing the number of staff, or by paying greatly increased salaries to obtain better staff. The economics of the business are such, however, that the final net profit would then not be worth while. The tendency is for more wholesalers to concentrate only on goods, on which the gross " ethical " profit is greater, and to leave the supply of "patent" counter lines to a diminishing number of wholesalers. This does not mean that those left still supplying "patent" counter lines are necessarily in a better financial position. Increased orders mean more staff, if they can be found, more overheads by way of more delivery vans, etc., so that the final overall net profit, as a percentage of sales, actually decreases because of the lower proportion of "ethicals" handled. The warning boils

down to this. Unless wholesalers who supply "patent" counter lines as well as "ethical" lines continue to receive orders for "ethical" goods they will continue to decrease in number. The supply of advertised proprietaries alone is not sufficiently profitable to finance the service wholesale chemists now give.

A. S. PRICE & Co. (WHOLESALE), LTD., Birmingham

"Approved" Advertising

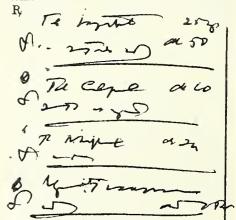
SIR,—Mr. Hills in his letter (C. & D., October 31, p. 450) states that the Aspro advertising campaign has been approved by qualified medical, legal and technical departments of the Aspro-Nicholas organisation and the Proprietary Association of Great Britain.
What of the retail pharmacist? Why were neither the Pharmaceutical Society nor the National Pharmaceutical Union consulted? Is it that Messrs. Aspro-Nicholas take it for granted that all pharmacists recommend Aspro? Nothing could be further from the truth. Does Mr. Hill know what it is like to take 6s, from an old-age pensioner knowing that virtually the same product can be sold for 1s.? the public eventually discover that Aspro is only aspirin, B.P., at an enhanced price, whose reputation will suffer? The pharmacist's naturally, because he recommends it: the television advertisements say so! pharmacist who does not recommend Aspro, I must make some form of reply to the advertisement, and have considered displaying prominently the following notice:-

Contrary to the recent television advertisements which state that chemists recommend Aspro, I must make it clear to my customers that this chemist does not as he considers Aspro poor value for money, compared with other brands of aspirin.

One final thought. Messrs. Aspro-Nicholas have been pumping their glorified Aspirin through every available outlet since it was first marketed. Why the sudden change now towards the pharmacist? Is it because they fear the chemist's revenge when the sale of all medicines is eventually restricted to pharmacies? K. MILNE, Southend-on-Sea, Essex

#### PRESCRIPTION POSER

CAN any reader solve this puzzle pre-scription shown? "Special commenda-tion," writes its Lancashire sender, "will be given for reading the third item.



#### BRANCH EVENTS

WEST MIDDLESEX

"Status Quo" Triumphant

No change in the Council's constitution is needed, decided members of the West Middlesex Branch of the Pharmaceutical Society who listened to an address by MR. K. HOLLAND (a member of Council) in Ealing on September 22. The speaker drew from his wide experience of all sections of pharmacy to explain the reasons for the reconstitution proposals, which were not at first apparent to the majority of members. After considerable discussion the view of the meeting was that the present constitution of the Council having worked so well, with only minor changes, for more than 120 years, a new constitution was unnecessary. Members then gave their views on the proposals, on the assumption that a change was necessary, but in general it was thought that further information on points of detail was required before the members could adequately express their point of view.

#### PLYMOUTH EX-STUDENTS

#### First Reunion Dinner

Many ex-students of Plymouth School of Pharmacy travelled from all parts of Britain to attend the first reunion dinner in Plymouth on October 18. They were welcomed at a meeting in the afternoon by Mr. H. A. Rowe (chairman, Plymouth Branch, Pharmaceutical Society). Mr. A. G. Mer-MADGE (convenor) stated that, since the school had now been closed, the time to have a reunion was then, otherwise the opportunity would be lost for ever. The meeting agreed that an association be formed and that a reunion dinner be held in October 1965. The following officers were elected:—*President*, V. Smith (former principal of the School); Chairman, Chairman of the Plymouth Branch, Pharmaceutical Society; Secretary and treasurer, A. G. Mervyn Madge. At the

dinner in the evening, MR. Rowe proposed the toast "The City of Plymouth." The lord mayor (ALDERMAN T. H. WATKINS), replied. MR. MADGE proposed the toast "The Old School and Association," MR. P. S. Bebbing-ton (vice-principal, Plymouth College of Technology) responding. At an "old boys forum" that followed the dinner a number of telegrams and letters wishing success to the new association were received.

#### **ENFIELD**

#### A Pharmacist Takes up Cheeses

A PHARMACIST turned agricultural scientist (Mr. S. Bull, now employed by the National Dairy Council), addressed a meeting of the Enfield and District Chemists' Association at Enfield, on October 19, on "English Country Cheeses." Mr. Bull said that cheese was one of the oldest foods known and that, like wine, it varied with the district from which it came. Many varieties were produced in this country —each with special characteristics. Lancashire cheese was ideal for cooking, he said, possibly because of its high butter-fat content. The blue of Stilton cheese was caused not by copper wire as was popularly supposed, but by the growth of a species of Penicillium. Early in the century it had been known for a piece of Stilton to be used as a dressing on a cut or graze, and present knowledge suggested that the procedure was not so foolish as it might once have seemed. The rich red colour of Leicester cheese was not entirely natural, a small quantity of anatto being added. The green colour of "sage Derby" was due, as its name implied, to the addition of sage, which also gives the cheese its delicious herbal flavour. If the sage were insufficiently green a small amount of spinach might be added. Chief points to look for in buying cheese were explained, and members sampled several varieties.

**HARROW** 

"No" To Bigger Council

A MEETING of the Harrow Branch of the Pharmaceutical Society, held on September 21 to discuss in detail the proposals for a new Constitution for the Council of the Society, passed the following resolutions:

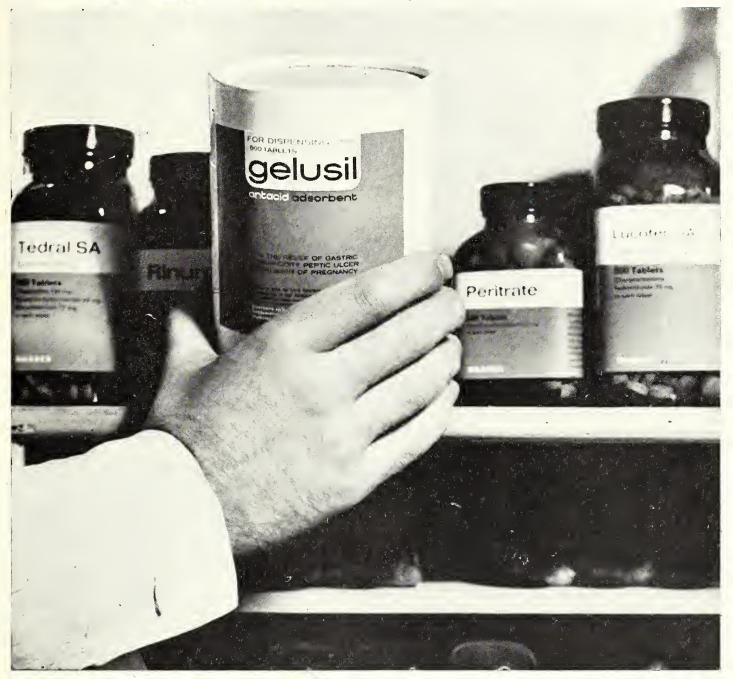
(1) That this meeting sees no necessity for or advantage in increasing the size of the Council and disapproves of the proposal to do so; and

(2) That this meeting, being of the opinion that the interests of the Society's members as a whole will best be served by presenting a united front on all matters affecting the profession, disapproves of the proposal to introduce sectional represen-

The first resolution was passed unanimously; the second by a large majority. The discussion showed that both supporters and opponents of sectional representation were almost all agreed that: (1) All members of the Council should be elected (except the Privy Council nominees); (2) one member to represent the educational bodies would be enough; (3) one member could represent superintendents of both company chemists and co-operative societies; (4) there was no objection to the appointment of an additional vice-president provided he was one of the twenty-one elected members. Before the meeting a questionnaire on the Council's proposals was sent to all members of the branch. Of the seventy-seven replies received, forty-eight were in favour of some form of sectional representation but their approvals were accompanied by so many and such varied provisos and qualifications that no clear pattern emerged. The members criticised the timing of the Council's request and felt that the Council should have appreciated the difficulty branches faced in calling meetings before the holiday season was over.

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**FIX-ON FINGERNAILS** Eylure make fingernails to suit every hand. Regular type for the medium to larger size hand, and the new Slimline-for the smaller more slender hand, both available in 7 colours. Each pack contains Nailfix adhesive and Nailfix remover and extra large size fingernails to give a variety of sizes in each pack.

**LASH APPLICATOR** Fixes eyelashes in seconds! This new applicator attaches lashes firmly to the natural contour of the eyelid. It's quick and simple to use.

**STANDING EYLINER BRUSH** Superfine sable-tip applies eyeliner perfectly. Stands firmly and neatly on its own flat-based handle.

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**EYLURE AMERICAN GOSMETIC PENCILS** — super-soft in 16 fascinating shades.

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#### IMPORTANT NOTICE

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As soon as she sees those first stray grey hairs you can sell her Color-Match.

Color-Match colours-in stray grey hairs naturally without changing the normal colour of her hair. It's harmless, needs no mixing, and is used like a shampoo.

7 out of 10 women are seeing big Color-Match advertisements in Woman, Woman's Own and 3 other top women's magazines — plus the Sunday Express, Daily Mail and Daily Telegraph.

Six Color-Match shades cover the whole range of brown hair tones, and they're now presented in attractive new packs.

DARK BROWN MID-BROWN LIGHT BROWN DARK WARM BROWN · MID-WARM BROWN · LIGHT GOLDEN BROWN Stock them all and display them all—because beauty conscious women are ready to spend on Color-Match throughout the year!

Retail Price 5/3 per bottle. Trade Price 36/- per doz. Purchase Tax 9/- per doz.

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SEMI-PERMANENT HAIR COLOURING

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REPUBLIC OF IRELAND ENQUIRIES TO LILMAR PHARMACEUTICALS LIMITED, SANTRY, DUBLIN.



For Retailer, Wholesaler and Manufacturer

ESTABLISHED 1859

Published weekly at 28 Essex Street, Strand, London, W.C.2

TELEPHONE: CENTRAL 6565

# Devious Guidance

THE statement by the Council of the Pharmaceutical Society (p. 488), offering guidance to its members on sales-promotion practice, is conspicuously deficient in the precision that should be inherent in such communications. In the first of what may be regarded as its three sections it deals with all types of merchandise sold in a pharmacy. The second section is concerned with medicines, and the third with "goods other than medicines."

That the public should recognise that medicines are not ordinary articles of commerce is an ideal to which the Council of the Pharmaceutical Society is known to be devoted, and one, too, that is supported by the majority of its members. But such a desirable state of affairs will not come about until each individual pharmacist shows, in his dealings with members of the public, that he himself regards medicines in a special way. It follows that those who support that aim of the Pharmaceutical Society must accept and apply the second part of the new statement on sales promotion, that part which defines or indicates what the Council regards as being undesirable promotional schemes.

When, however, the Council applies those admirably stated general principles to the particular aspect of intensified price competition, as it presumably has done in the first section of the statement, it interprets them in a much more questionable way. The use of the phrase "new price" is an equivocation that is likely to trouble the pharmacist as much as it leaves the customer in doubt in what way the price is "new." Again, to display the words on a distinctive showcard or, say, on a large pack of a proprietary preparation, would be in itself an inducement to buy. It would certainly raise for the pharmacist the insoluble conundrum whether or not such a sale could result in "indiscriminate distribution to other persons." Another question that could arise is whether basically the mere production of larger packs of medicaments does not of itself offend against the Council's statement. In all logic one might ask what is the advantage of cutting prices if the public may not be told in detail about the reduction.

We are also somewhat perturbed at the timing of the Council's statement. Is it opportune when court hearings under the Resale Prices Act, 1964, are still to be initiated? A more appropriate policy would surely have been to avoid the suggestion that prices may be reduced until after the court has made its pronouncements. As it is, the statement gives at least tacit official

Council approval to a scheme of announcing price cuts.

The first sentence of what might be termed the final section of the statement—"in respect of goods other than medicines the pharmacist should not use or take part in sales promotion schemes which are likely to lower the standing of the profession "—is undoubtedly admirable. But to go on to suggest that "propaganda literature should only be available on request" is open to serious objection. Literally to carry out that injunction would prevent the pharmacy from being used as a vital source of health propaganda. We see no reason why all propaganda literature should be indiscriminately withheld from being distributed. Much of it is useful and to disseminate information of value enhances rather than lowers the standing of the profession.

The final reference in the statement to "articles to which gifts are attached" is likely to give rise to practical difficulties of application, since in so many modernised pharmacies stock shelves and display shelves are synonymous.

# More Haste Less Judgment

The decision of the Council of the Pharmaceutical Society not to extend the date by which Branches should report on the proposed new constitution of Council gives rise to some uneasiness, for it is not known which of a number of possible motives has prompted the refusal. It could be that the Council desires to prevent the spread of opposition to the scheme, which appears to be snowballing. It might also be—and we hope it is—that the majority of Council members are already convinced by the reports so far to hand that the exercise has not gained the approval that was anticipated among the membership, and have decided to withdraw the scheme or allow it to be forgotten. If that is the situation, the membership ought not to be left in any doubt about the matter.

Those Branches that were, within the time limit, able to arrange meetings to discuss the proposals often managed to do so only after the local officers had given themselves time to study the various aspects of the scheme in order to assist their fellow members within the Branch. In equity those public-spirited local officers should be given some indication that their considered reactions—whether for or against the proposals—have in turn been studied by the Council.

The scheme introduces such fundamental changes in the government of the Society that a mature judgment is essential. Unseemly haste should be explained.

# A PHARMACIST'S ANTHOLOGY AN OLD SPECIFIC

From "In the Steps of John Wesley" by Frederick C. Gill

ALSTON [Cumberland] reminds us of "Lowes' Balsam." Among the cock-fighting lead miners converted in Allendale was Matthew Lowes, who became one of Wesley's preachers, but through frail health and with a family of eleven children he found it difficult to make ends meet, and to supplement his income he prepared and sold a balsam which became popular. Other preachers acted as his agents, which led to Wesley's Conference order against "the buying or selling or making and vending pills, drops, balsams, or medicines of any kind." Chronic rheumatism compelled Lowes to retire from circuit work, but he continued to sell his balsam which on his death was taken over by an Alston chemist, Mr. George Thompson, who sold it wholesale and retail as "Lowes' veterinary oil." Later it was transferred to William Laws and became "Laws' Oil," and passed eventually to a firm of Carlisle chemists.

# PHARMACEUTICAL SOCIETY OF GREAT BRITAIN

# MINISTRY'S LEGISLATIVE PROPOSALS REVIEWED

Extension of time refused for comments on Council's reconstitution suggestions

MEMORANDUM from the Ministry of Health containing proposals that may be included in comprehensive legislation on medicines was considered at a meeting of the Council of the Pharmaceutical Society at its meeting on November 3. In general the proposals were welcomed by the Council. Some of the views of the Society expressed in 1960 in its evidence to the Interdepartmental Working Party on legislation concerning medicines were seen to have been incorporated in the memorandum. The Council discussed a draft reply to the Ministry commented on the proposals.

The Organisation Committee's report referred to the proposed changes in the constitution of the Council. MR. A. ALDINGTON said that one branch had requested that the date of reply to the Council's proposals should be

postponed until March 31, 1965.

It was agreed, after discussion, to send the branch a reply stating that the Council could not postpone the date and hoped that replies would be submitted without delay. A summary of Branch comments is being considered by the Council at its next meeting.

MR. J. C. BLOOMFIELD (vice-president), who was in the chair in the absence through indisposition of the president (Mr. C. W. Maplethorpe), paid a graceful tribute to the work of Sir Hugh Linstead as former Conservative M.P. for Putney (Sir Hugh lost his seat at the General Election). Mr. Bloomfield said he was sure that Sir Hugh, who had represented the Society's interests in the House of Commons, had members' sympathy at having been defeated after representing the Putney division for twenty-two years. "We should like to thank him for the tremendous service he has rendered the Society."

Mr. H. S. Grainger (chairman of the Education Committee) was congratulated on having been appointed head of the technical secretariat of the European Pharmacopæia (see C. & D., October 31, p. 445).

# Gains and Losses

MR. T. HESELTINE, observing that Sir Hugh Linstead will now be back in full-time employment with the Society, declared that Parliament's loss was the Society's gain. From Mr. Grainger's appointment, Mr. Heseltine remarked, "the other organisation" had gained at the expense of the Society.

MR. BLOOMFIELD reported with regret the death of Mr. W. R. Roberts, formerly the Society's chief inspector.

The Educational Committee's report showed that it had considered details of the educational trusts held by the Society. Changes in pharmaceutical education and the availability of educational grants had not only reduced the attraction of the scholarships awarded by competitive examination but, in many instances, had made it impossible to make an award. It had been a matter of concern to the Council that many of the scholarships and awards that were at one time so prized among students had not been awarded for many years.

It was agreed to give further consideration at the next meeting to proposals to alter the basis of the awards.

It was reported that the head of the department of pharmacy, Liverpool College of Technology, had submitted the outline of a proposed degree course to be awarded under the National Council for Academic Awards. It was agreed to refer the matter to the subcommittee appointed to consider proposed degrees in pharmacy.

145 persons were registered as "student" during October, bringing to 514 the total registrations for the current year against 680 at the corresponding date in 1963.

Forty-one candidates had entered for the Entrance examination in September 1964, two of them in three subjects, eight in two subjects and the remaining thirty-one in one subject:

	Entered	Absent	Pass	Fail
Biology	24	3	12	9
Chemistry	11	1	7	3
Physics	16	5	6	5
Mathematics	2	0	1	1

The Education Committee reported that it had given detailed consideration to the situation of students registered under the old regulations who had failed to satisfy the examiners at the last examination under those regulations. The difference between the current regulations and those in force before 1958 was such that no exemption could be granted to unsuccessful students under the old regulations, who had been given every opportunity of satisfying the examiners but had failed to do so. It was agreed to send a letter to those students concerned telling them that they would have to undergo the full course of study prescribed by the current regulations and to satisfy the examiners in all parts of the examination.

# Contributions to Birdsgrove House

When presenting the minutes of the meeting of the Benevolent Fund Committee, MR. T. HESELTINE (chairman) said that the Committee had expressed its warm appreciation of substantial donations from Aspro-Nicholas, Ltd., and the Boots organisation towards the cost of a new greenhouse at the Society's convalescent home. The Council decided, following custom, to close Birdsgrove House to guests from December 19 to January 3, 1965, inclusive. A legacy of £100 was reported received from the estate of the late Mr. John Cameron, F.P.S., Isle of Arran.

The Committee had considered the circumstances of a number of persons who had received regular grants from the Fund and had decided to submit to the Council at its next meeting the names of nine persons proposed for election as annuitants. Two special grants from the Fund were reported. One had been matched by a like amount from the N.P.U. Distress Fund for Proprietor Pharmacists. Grants had been made, or were recommended, for six members, ten widows of members, a dependant of a member, and in respect of three orphans.

A donation of £25 was reported promised by Mr. H. G. Moss, Feltham, who wished to pass on to the Fund the fee suggested by the British Broadcasting Corporation for the use of the exterior of his premises in a television film.

MRS. E. LEIGH, who had been a guest at the annual dinner of the Aberdare and Merthyr Branch, where she had been handed a cheque for £50, reminded the Council that, though the Branch was one of the smallest in the country, it continued to make the biggest *per capita* contribution to the Benevolent Fund.

The minutes of the meeting of the Organisation Committee were presented by its chairman (MR. ALDINGTON).

The minutes referred to the procedure to be followed at the Branch Representatives' meeting, 1965, in dealing with Branch motions. The Committee had recommended that the 1964 arrangements should again operate. Motions should be submitted by December 10, and each Branch doing so would be invited to appoint a representative to attend a meeting at headquarters to discuss the motions. After that meeting the motions would be considered by the Council in January and subsequently circulated to the Branches, which would then have an opportunity of putting

forward amendments if they so desired. The possible regular publication of a "newsletter" to be sent to all members of the Society had been discussed. In favour of such a means of communication between the Council and the membership it had been argued that it could provide more information, partly of a confidential nature, about the work at headquarters, and that it could be written in a "popular" style. On the other hand it had been pointed out that a document circulated to nearly 29,000 people could not properly be described as a confidential document, that it would be impossible to produce a newsletter at weekly intervals and that therefore it must take second place, so far as news was concerned, to the Society's journal. It had been decided to recommend that the Council should take no action to proceed with the regular publication of a newsletter, but that an occasional communication should be sent to the membership.

The minutes of the meeting of the Finance and General Purposes Committee, presented by THE TREASURER, showed that all the subscribing firms that had contributed to the 1923 British Pharmaceutical Conference Fund, of which the Conference Entertainments Fund was the residue, had now approved the Council's proposal to modify the original purposes so that the fund could in future be applied, at the discretion of the Council, for promoting the Conference. Considerable interest had been reported in the preliminary announcement about a symposium on "The Identification of Drugs and Poisons" provisionally arranged for March 20, 1965, at the School of Pharmacy, University of London.

# By-law Changes

It was recommended that Section XVI, Clause 1, of the Society's by-laws, which dealt with funds and property, should be amended to widen slightly the area in which investments could be made. The minutes were received and the recommendations adopted.

The Publications Committee reported that it had been asked to consider an advertisement featuring a competition associated with the sale of a food product. The Committee expressed the view that for pharmacy to be associated with the active promotion of competitions in any form was unprofessional. It endorsed the opinion expressed on that subject by the Ethical Committee. It was decided, after due notice had been given to advertisers, to extend to all products, whether medicinal or non-medicinal, the non-acceptance of advertisements featuring competitions.

The Council approved the recommendation.

MR. J. B. GROSSET (chairman) presented the minutes of the Practice Committee, which included references to recent meetings of the general, agricultural and veterinary, and industrial subcommittees. The general practice subcommittee expressed concern at the introduction of "coded" tablets, adding to the brands that a pharmacist had to stock, which would lead to prescription by code letters, and which would encourage identification by "reading the tablet" instead of reading the label. Representations would be made against that development. The agricultural and veterinary practice subcommittee deplored the unrestricted sale of certain veterinary serological products and was making approaches to manufacturers and wholesalers suggesting that that class of veterinary medicines should be distributed only by persons qualified to handle them. The industrial practice subcommittee considered that there was an increasing scope for the employment of pharmacists in industry, and that careers literature distributed to schools should give a balanced view of the opportunities available in all branches of the profession. The minutes were received and the recommendations adopted.

The minutes of the meeting of the Law Committee, presented by Mr. E. A. BROCKLEHURST (chairman) revealed that, during September, inspectors and agents of the Society had visited the premises of 566 authorised sellers and 510 traders. Authority was sought to institute proceedings against one authorised seller and two traders in respect of alleged offences under legislation relating to pharmacy. In the case of five traders it was recommended that warning letters be sent.

The minutes of the meeting of the Ethical Committee included references to action taken to draw attention to the Council's views on price-cutting announcements on window stickers and by crossed-out prices (see p. 488).

A number of cases of infringements of advertising standards had been considered. In two instances advertisements included the description "Dispensing Chemist"; in another, editorial comment in a newspaper referred to a pharmacy as a "first-rate chemist's shop," and in a further case a pharmacy was described editorially as an "excellent chemist's shop . . . the biggest in the district." In each instance explanations and apologies had been received and accepted. It was reported that, in a further case, although the member saw nothing wrong in advertising "Prescriptions carefully and accurately prepared," he had agreed to withdraw the advertisements. After considering a proposed television advertisement for a hearing aid that would also include a picture of a pharmacy, the Committee asked that the manufacturer should be informed that the Society would take objection to any picture of a pharmacy being used in that way.

It was reported that an application had been received for the registration of a pharmacy as part of a new project described as a "super-centre." The Committee recommended that the secretary and registrar should visit the premises and discuss the matter with the company concerned.

It was proposed to publish a general statement containing advice to members on undesirable sales promotion schemes (see p. 488). Consideration had been given to a newspaper advertisement for the 100 size of Aspro tablets in which the statement was made "This is why your chemist sells today's Aspro by the hundred," followed by three reasons, each beginning "He knows. . . . " The Committee had recommended that the company should be informed of the Council's views concerning inducements to the public to purchase medicines in excessive quantities. The Committee had expressed warm approval of a report published in the Coventry Evening Telegraph of local arrangements for dispensing urgent prescriptions and the supply of urgently required medicines throughout the twenty-four hours of every day in the week.

# Codex Monographs

The minutes of the meeting of the Codex Revision Committee, held on October 12, were presented by MR. K. HOLLAND. Following a review of lists of monographs and drugs which had been deleted from former editions of the British Pharmaceutical Codex, the Committee recommended that, because of their extensive use, the following should be reinstated: Cocillana, B.P.C. 1949; cocillana compound syrup, B.P.C. 1949: hexamine, B.P.C. 1954; hexamine tablets, B.P.C. 1954; iodoform, B.P.C. 1954; linseed, B.P.C. 1954; linseed, crushed, B.P.C. 1954; phenacetin and caffeine citrate tablets, B.P.C. 1949; zinc carbonate, B.P.C. 1949.

The present anomalous situation in which some B.P.C. linctuses were formulated to 4 mils and some to 5 mils was to be resolved by reformulating the 4-mil linetuses to 5 mils in the Supplement to be published in about twelve months' time. It had been decided to amend the criteria governing inclusion of monographs in Parts I to V of the British Pharmaceutical Codex as follows:

'Any substance or article for medical or pharmaceutical use for which a standard is required may be included. Substances included would usually be either (i) of therapeutic value or (ii) of use as pharmaceutical adjuvants; other substances will be included provided that there is evidence that they are in widespread use.

It had been agreed that eye lotions prepared for use in first-aid cabinets should be supplied in a sterile condition in packs intended for use on a single occasion if the regulations permitted.

# Onward from Galen

# SIDELINES OF CURRENT COMMENT

★ HEARTY WELCOME ★

LATEST of the Pharmaceutical Society's branches to produce its own newsletter is Hertford and District. As with other branches serving a mainly rural area, the Branch appears to apply the term "district" somewhat imprecisely, to judge by the outline map of branch territory that takes pride of place on the front page of the new publication. In christening its offspring Hertford Branch (honouring its county rather than its town) was perhaps more happily placed than many branches, for the editors have come up ingeniously with Heart to Herts, even at the risk of suggesting something a shade more homely than the "uncurtailed comment" that is promised if the occasion arises. Main aim is described as being to stimulate interest in the Branch and to provide a new medium of contact between members. In the first issue a hospital pharmacy contributor offers colleagues containers surplus to his requirements and himself asks advice on label varnish. His proposal that publicity should be given in later issues to special hospital formulations likely to be prescribed on occasion by general practitioners is one that should be welcome to local retail pharmacists. It might well be taken up in the bulletins of other branches. In wishing Heart to Herts a successful run we may indulge in a few uneasy speculations what would be the analogous choice of title if the neighbouring county of Bedfordshire brought out a bulletin.

# ★ FUN WITH THE WEIGHING MACHINE ★

"THERE is a penny-in-the-slot weighing-machine standing outside my shop," writes a correspondent. "(Even the supermarkets don't undercut me on that.) It doesn't show much profit because the first thousand customers only cover the servicing charge for the year, but it provides good fun all round. There was, for example, the woman who mounted it with a bagful of shopping. Either she distrusted passersby, or perhaps she last weighed herself cum shopping and now can't work out whether she's gained or lost without it. It could be that she calculates when she gets home (now let's see-10-stone 12, minus 10 lb. of potatoes, 2 lb. of sugar, etc.). At the other extreme (and may I never get another thirteen-charged-as-twelve bonus if it isn't true) there was the lady who removed her ring and handed it to her child before she weighed herself. Reactions of potential reducers vary. Dissatisfaction at the reading results in a wishful-thinking: 'Your machine must be wrong.' Gratification, with a beaming: 'Your scales are right, aren't they? or perhaps merely a thumbs-up sign if they catch your eye. Results are subsequently followed up by praise or disapproval of my slimming foods. Women weighers outnumber men by about 10 to 1-in business hours, anyway. Affluent schoolchildren check their weight regularly, and one party of three have learnt to weigh themselves with a single penny -not easy, this. Emptying the machine can be interesting, too. Last time I collected a florin (I do hope it worked), several halfpennies (which don't) and an odd button or so. One regular juvenile user, unfortunately anonymous, helps to keep Britain tidy by stuffing toffee-papers down the slot. To a bus passenger, regular use of my weighing-machine can be a slimming course in itself. The shop is situated about 50 vd. from a bus stop, and a bus coming into sight round the bend offers a challenge. There is just time to sprint and catch it, smirking at the impatient driver as you pass him. That is, if sound in wind and limb, of course, and not carrying 10 lb. of potatoes, 2 lb. of sugar, etc. But I just can't win about the servicing charge. I say the machine never goes wrong, and doesn't need to be serviced so often. The manufacturers say it doesn't go wrong because it is serviced regularly-and why don't I buy a nice new model, anyway?'

# NEW FILMS AND FILMSTRIPS

Safe Transport of Radioactive Materials

United Kingdom Atomic Energy Authority on behalf of the International Atomic Energy Agency. Available on free loan from public relations branch, U.K.A.E.A., 11 Charles II Street, London, S.W.1. Colour. Sound. Running time: 20 minutes.

DESIGNED to be shown to all those whose work involves the transport of radioactive materials, particularly radioisotopes, this film illustrates the way in which isotopes are packed, the types of package and the tests to which they are submitted, and the significance of labelling.

### The World of Peppermint

Stafford Allen & Sons, Ltd., Wharf Road, London, N.1. Filmstrip. Colour. Thirty-three frames. With lecturer's guide.

THE series begins with a map of the world pointing the main producing areas. Frames four to eight show the various stages in cultivation of the plant from March-April when the root stocks of the previous year are dug up, through to August-September when the plant has grown to about 3 ft. in height. Botanical details of especial interest to students form the material for frames nine to seventeen.



Harvesting of the plant and distillation of the oil at the company's plant at Long Melford, Suffolk, then follow. As the peppermint oil industry is much larger in the United States than in Great Britain, the mechanised procedures of the Far West are also illustrated in a number of frames. The series ends with structural formulæ of the oil's main constituents. Besides students, those pharmacists whose acquaintance with the oil has lately been limited to a 2-oz. bottle on the dispensing shelf may care to be reminded of how it got there as well as seeing the latest harvesting and production processes.

# The Delegation Problem

Industrial Welfare Society, 48 Bryanston Square, London, W.1. Filmstrip. Synchronised commentary. Fifty-two frames.

The "message" put over in this filmstrip is of the importance and advantages of delegating work. A manager is seen at his overcrowded desk; his motto is "If you want a thing done well, do it yourself." Another manager is seen who delegates some of his work but fails to follow up important decisions and fails also fully to acquaint his staff of the company's basic rules. The advantages of correct delegation of work are summed up at the end as (1) relieving the manager of routine tasks, (2) leaves time for overall planning and co-ordination, (3) makes it easier to maintain effective control, (4) allows time for creative duties, (5) allows decisions to be made by people closer to the task and (6) helps to develop understudies.

EVER WATCHFUL: During the past year a number of attempts to get drugs—mainly so-called "pep" pills—by false pretences have been investigated by the police. Owing to the vigilance of local chemists it seems improbable that any forged prescriptions were dispensed. Dr. B. Thornley (in Bolton Evening News).

# General Pharmacy Dying in Ireland?

# WARNING AT THE OPENING OF IRISH PHARMACY WEEK

A WARNING that general pharmacy in Ireland needed replanning if it was not to die was given by the outgoing president of the Pharmaceutical Society of Ireland (MR. D. J. KENNELLY) when he officially declared Irish Pharmacy

Week open on October 12.

Congratulating the Irish Pharmaceutical Association on its organisation of the Week, Mr. Kennelly said the main purpose of the Association was to coordinate all groups in pharmacy. Though the vast majority of members were engaged in general pharmacy that field was the least rewarding—both professionally and economically, and younger pharmacists were looking to fields offering greater opportunities. It was a happy omen that the first use to which the new extension was being put was for the Pharmacy Week lectures.

The Week's programme, he said, was

The Week's programme, he said, was a blend of professional deliberations and social relaxations. That was as it should be. The professional subjects to be discussed were matters of great importance, not only to the pharmacist, but indirectly to the public.

### Drug Safety

PROFESSOR WADE, who gave a Pharmacy Week address on "Drug Safety," said that though, through the many new potent drugs now available, there had been a great advance in the treatment of disease, additional responsibilities had been placed on doctors because many of those drugs had unwonted and often hazardous side effects. The prescriber had to weigh up the advantages against those side reactions.

In the United Kingdom the Minister of Health had, after the thalidomide tragedy, set up a Committee on the Safety of Drugs. That Committee, with the voluntary co-operation of the drug industry, had established three stages of supervision during the development of new drugs. The first was proper testing on animals. That was highly specialised. Though it protected the public against many poisonous effects of drugs it unfortunately could not protect against all reactions, because human beings were not like animals and toxic effects had been known to oecur when drugs found safe for animals were used on human beings. A second protection was that, before a drug was marketed, the Dunlop eommittee asked for evidence that it was effective. Another subcommittee was concerned with adverse reactions. Two major problems were to detect the adverse reaction and to measure its frequency and seriousness. An early warning system had been set up in which doctors all over the United Kingdom co-operated by entering details of adverse reactions on cards that were forwarded to the Committee.

Professor Wade, who had been introduced by Mr. Desmond O'Malley (chairman, Comhairle Na Nimheanna), was thanked by Commandant B. J. Anderson (president of the Irish Pharmaceutical Association).

PROFESSOR P. J. CANNON (professor of pharmacology, University College, Dublin) said the modern pharmacist a more extensive graduate training in pharmacology than did medical students. Not only the doctor, but also the "counter" pharmacist, the hospital pharmacist and the pharmacist on the road, must be considered part of the advance warning system and defence against the unexpected or dangerous effects of drugs. Clinical trials were a world-wide problem; they were essentially checks on the claims made for the drug. The documented results of a clinical trial, often treated by other colleagues as debased published works, might be very important. Professor Cannon said that multi-centre clinical trials were necessary. The director of a clinical trial must possess not only integrity, organising power and considerable familiarity with pharmacology and statistics, but must also have of time away from private practice.

Where, in a small country, competition between units of the drug industry was likely to be small, the quality of pharmaceuticals might suffer. That was also the danger where State-backed importation of drugs from the cheapest sources occurred. Admission of such drugs into a country that had no pharmaceutical control laboratories might give rise to the dumping of substandard preparations. They could only guess what might now be happening in Ireland, With no system of quality control available and acceptable, it was impossible to pin the responsibility

on a manufacturer.

For the past five years there had been talk in the Republic of the desirability of quality control carried out independently of manufacturers. Government officials had complained of the cost, though, once started, control laboratories could be financed from the registration fees collected from manufacturers, the French managed very well on that basis. The professor re-echoed a suggestion by Sir Hugh Linstead that new drugs should be automatically restricted until passed by some national or international authority.

# Drug Control

The 1,300 pharmacies in the country were vital in the medical services, said MR. D. J. KENNELLY, speaking on New Era of Drug Control in Ireland" on Wednesday. Yet they were not being used as much as they should. Despite the fact that more drugs had come on the market since 1951 than had been introduced in the previous centuries, none had been added to the poisons lists and, except for pethidine in 1946, no narcotic had been added to the Dangerous Drugs list in thirty years. Nevertheless many synthetic narcotics had been evolved—all potent, and the fact that little or no abuse existed under such loose eontrol was a tribute to the professional integrity of Irish pharmacists. Such conditions must not be allowed to continue. An Order of 1963 had brought many modern drugs under control, but they were not controlled under the Poisons Acts. The regulations under the Order had been imposed to prevent self-medication. Difficulty had arisen, he said, over a group of substances which, since the Order, were to be sold only on prescription. They were mainly medicines that had previously been free from restrictions and regularly sought by the public. The public's reaction was understandable. The doctors' reaction had been resentment at being told what to do. The pharmacists' re-sentment was due to the frequent lack of co-operation he received from both doctor and public. Non-compliance with the regulation did not render the doctor or patient liable to legal proceedings but the pharmacist who issued a controlled drug without all the conditions being in order, was liable to severe penalties.

"Knowing as much as we do about modern drugs it is difficult to justify a continuance of the pharmacist's right to decide to whom, when, and for what period he should decide to supply such drugs," said Mr. Kennelly, "I have not met one pharmaceutical chemist who seriously thinks this should continue. Today we know there is no such thing as a harmless drug. Every drug is two-edged and its toxicity is only one of degree." As the practice of self-medication could not, or should not be, completely stopped, it was important to the Nation's health that "patent" medicines should be distributed through the trained expert—

the pharmaceutical chemist.

Early medical diagnosis and domiciliary treatment must be the foundation of any proper health service. That would reduce the alarming eost of hospitalisation and long illness and save the State much money that could be invested in preventive medicine.

# **Drug Addiction**

After a paper on "Problems of Alcoholism and Drug Addiction" by DR. DESMOND McGrath (medical director, St. John of God's hospital, Stillorgan, Dublin) on the Wednesday evening of Pharmacy Week, MR. KENNELLY said that the work of the lecturer and his colleagues would be much heavier but for the service given by the Pharmaceutical Society of Ireland to the community in stamping out drug addiction.

Often the Society's inspector came across an initial phase of drug addiction, and the Society in that way did much to "nip addiction in the early stages." The Society's members also encountered numerous forged prescriptions, but generally succeeded in dealing satisfactorily with the problem.

Long-acting Drugs

Introducing Dr. R. P. Edkins, who spoke on "Sustained Action Drugs" on the third day of Pharmacy Week, Professor Timoney referred to the speaker's wide experience which, he said, well

qualified him to speak on a subject of great pharmaceutical and medical interest. Dr. EDKINS enumerated the disadvantages of using medicaments that excrted only a short-term effect for disorders requiring therapy for a longer period. From the psychological standpoint there was the danger of the patient defaulting from the course of treatment — from forgetfulness, from doubt of the efficacy of the drug, or from negligence. Patients benefited from reduced frequency of dosage, particularly if the treatment was by injection -there was also a psychological gain to the physician or nurse. Physiologically, short-acting drugs did not provide the desirable steady concentration of circulating medicament. Sustained action drugs, he continued, undoubtedly helped solve the psychological problems but the physiological problems were far more difficult of solution particularly where oral preparations were concerned. That was because the human organism was not a standard disintegration and absorption apparatus but provided an unpredictable mixture of variables, including the time the oral preparation remained in the stomach and intestine; the composition of the digestive juices; and the absorption rate from the gastro-intestinal tract.

# **Economic Considerations**

Pharmacy must secure its share of the increasing prosperity if it was to maintain its place in the social and economic structure of the community, stated Mr. H. W. Tomski, when he spoke on "The Economics of General Pharmacy" on the Tuesday of Irish Pharmacy Week. Provided pharmacists were able to secure their fair share of the rising standard of living, he said, there was an even greater potential for Ireland than for Britain where saturation point was being reached for many markets.

The total cost of prescriptions under the National Health Services in Britain between 1953 and 1963 had more than doubled, he elaborated, but gross profits went up by less than 50 per cent. Percentage gross profit earnings on prescriptions had declined from 40·1 per cent. to 28·7 per cent. Sales of chemists' goods in Britain, excluding dispensing, had advanced by 34 per cent. since 1957, compared with only 24 per cent. for all retail sales. Many of the products sold by chemists were of the products sold by chemists were no longer considered luxuries but necessities. Urging pharmacists to make the best possible use of modern methods of pharmacy management he declared that the economics of general pharmacy must necessarily be closely linked to the national economic system.

# Policy Adjustments

Therefore, he said, pharmacists' economic policy must take full account of existing social and economic conditions. The effects on pharmacy of full employment, the shorter working week, the increased use of cars and the higher proportion of women working were still insufficiently understood by pharmacists, he maintained. The period of effective protectionist policy was over. Mr. W. J. D'Alton (president, Irish

Drug Association) presided.

Banquet

Over 200 guests attended the Pharmacy Week banquet at the Intercontinental hotel, Dublin, on the Thursday night, and, headed by the Minister for Industry and Commerce and Mrs. Lynch, were received by the president of the Irish Pharmaceutical Association and Mrs. Anderson. Proposing the toast to the Association, Mr. Lynch said he had no doubt that the achievements of the Week had brought home to members the value of the organisation and the pioneering work that had been done in its foundation. This being the Association's inceptive year gave him the more pleasure to be their guest. Endorsing the need for such an Association which could speak for all the constituent organisations, he said that Irish pharmacy now had a representative body which could advance the cause of all connected with pharmacy. The pharmaceutical manufacturing industry in the country had grown considerably in recent years, said the Minister. The quality of Irish technicians had led foreign industrialists of repute to establish basic manufacture there. That was a welcome trend and contributed much to the country's economy.

Replying, COMMANDANT ANDERSON paid tribute to all who had made the "such a conspicuous success." Week

Problems of modern living, he said, would impress on the pharmacist an even greater appreciation of his customary rôle of protective barrier between the general public and the abuse of self-medication. They would need to allocate more time in order to keep abreast of advances in pharmaceutical science to acquiring knowledge of modern techniques. The rôle of the pharmacist, however, was continued ser-

vice to the public.

MR. J. E. BURRELL (vice-president) proposed the toast "Our Guests."

MR. T. R. MILLER, master of ceremonies, read telegrams of congratulations from Mr. H. N. Scroope, M.P.S.I. (president of the Pharmaceutical Society of Northern Rhodesia); from the presidents of the American Pharmaceutical Association, the Pharmaceutical Society of Great Britain, the Pharmaceutical Society of Northern Ireland, the International Pharmaceutical Federation; and from the secretary of the Mayo Pharmaceutical Association.

A musical evening followed the ban-

quet.

The Week was formally concluded by COMMANDANT ANDERSON next day who said that the objective of projecting the desired public image of the pharmacist in the service of the public had been achieved.

# LOCAL ASSOCIATIONS IN EIRE

# "Strong words" at regional meeting

A "COMPLETE and detailed inquiry" into the handling of the Ruelene and Dyvon question by the Irish Drug Association was called for in a motion from Mayo Pharmaceutical Association at the biennial regional meeting of local associations of the I.D.A. in Kilkenny on October 18. About forty members were present.

# "Strong Words" Justified

Proposing the motion, O'DOHERTY said his Association had felt justified in using the words" it contained. Tracing the evolution of the warble-fly eradication pilot scheme in Donegal, he said it had been subsidised by cattle exporters and canners, so that the dressings were made available below the manufacturer's price. As far back as June the price list had been issued by the manufacturers, and chemists were satisfied with it, as it gave an extra 12 per cent. profit that would enable them to compete for sales with the "vets." "Then, out of the blue, a third group—the artificial - insemination centres — had come in and foisted a scheme in the North-west region showing a profit of 6 per cent. Some counties had accepted the scheme without consulting the I.D.A., but we in Mayo held out, and did not get any help at all in trying to get a reasonable margin of profit. When told either to "co-operate or else," he alleged that the other counties fell in line. We are totally dissatisfied," said Mr. O'Doherty. "The I.D.A. should have devised a standard scheme for the entire country. want an explanation why we were left completely on our own when this third party moved in."

MR. B. R. Smith (secretary), replying

to Mr. O'Doherty, explained that, over the past twelve months, the committee had been actively engaged on the matter-and particularly on the 1964 scheme. Since November 1963 at least one meeting a month had taken place with various interested bodies, but not until July had anything definite emerged regarding price. In January they had met representatives of the Pharma-ceutical Society of Ireland and in February of both manufacturing concerns, but fruitlessly, for the manufacturers then stated they had not worked out basic prices. Despite further meetings, regrettably no informa-tion regarding price had been forthcoming to the committee until the end

of July.

"Even after submitting their price.
one of the firms replaced its figure with a second price, three weeks later," said Mr. Smith. Prices had been sent to members about August 4. One firm had quoted in writing and the other by telephone. Dispute had arisen not over the price but over distribution. When the Sligo meeting was held in August the Association knew nothing about it. It had circulated a statement that owing to circumstances outside Association control, the scheme had been accepted in the North-west area. contrary to earlier tentative oral decision. "The scheme was put before the North-west and they accepted it, and the I.D.A. could not interfere with that decision." MR. SMITH declared it unfair to say that the committee had failed in its responsibilities to members. As soon as anything had been definitely decided upon the prices had been circulated.

THE PRESIDENT (Mr. W. J. Dalton) explained that, at earlier meetings with oth manufacturers, the committee ad established that the product would eterinary outlets. Mr. Smith had made everal efforts to contact the Departnent of Agriculture to offer chemists' ervices in any national scheme that night be formulated. "He made at east three telephone calls to them and ach time the Department said they new nothing about a scheme—that no cheme had been devised. Later we licited that certain bodies, including he National Farmers' Association, had een asked in for consultations. sked to be included in any discussions out, short of going in at the point of gun, there was nothing we could do

out ask and we were not invited. MR. F. LOUGHMAN, Clonmel, said hat in his area pharmacists regarded t as a great advance that supplies vere now going through the chem-sts. "I think we can give credit to our two representatives on Comhairle
na Nimheanna for that." MR. S. QUINN. Ballina, said that, at the Sligo meeting, member of the I.D.A. had seconded hat pharmacists should take a 5 per

ent. handling profit.

On an appeal from the delegates the Mayo representatives agreed to withlraw the motion. A second motion from Mayo that no members or groups should negotiate for items or products without consulting the I.D.A. was passed unanimously,

A motion by the committee suggestng new methods of calculating tablet prescription prices was deferred for further discussion at local association

evel.

Replying to a query, THE PRESIDENT said there was no fixed container charge. It was agreed to couple that with the previous matter and to come to a decision at the meeting in Dublin

Replying to a motion from Clare Pharmacists' Association calling to have all systemic veterinary preparations and pesticides made scheduled preparations, MR. LOUGHMAN said the Minister's decision, after considering recommendations submitted to him by Comhairle na Nimheanna, was awaited.

# Veterinary Committee to be Set Up

An assurance that a veterinary subcommittee would be set up soon was given by the President to Mr. J. NoLAN, Meath, who supported motions from his Association calling for the setting up of such a committee and also a photographic subcommittee. Regarding the photographic committee
THE PRESIDENT said that could be
considered in collaboration with the Photographic Dealers' Association.

The subject of appointing an organiser was brought up by MR. Con-WAY. Five months had elapsed since it was last discussed, he said.

THE PRESIDENT answered that it had been discussed by the finance committee but appointing an organiser apart, the annual subscription would have to be increased next year to meet increased costs. In view of the large increase in the subscription which the appointment of an organiser would entail, it might be necessary to have a referendum.

# MORE STUDENTS AT "THE SQUARE"

# Inaugural ceremony of 1964–65 session

from forty-eight to AN increase seventy-two in the number of students admitted to the first year course was announced by the dean of the school of pharmacy, University of London (Dr. F. HARTLEY) when he presented his report at the inaugural ceremony of the 1964-65 session on October 14. That was the first step, he said, towards increasing the undergraduate intake in the present building by 50 per cent, in each of the three years 1964 to 1966. Students had been selected from over 550 applications received through the Universitics Central Council on Admissions (U.C.C.A.), and he praised the part played by the Council in rationalising the problem of clearing admissions.

# Spreading the Load

In the light of the "Robbins report" (see C. & D., November 16, p. 529), first-degree courses had been given critical consideration. Proposals to spread the examination load for part I of the degree over two years, and for securing more integrated courses for part II, had been accepted in principle by the Board of Studics in Pharmacy. But though much could be done to ease the burden for the student, in the end the student's individual efforts alone could ensure understanding and application of what he was taught and of what he learned. Every course demanded continuous study by the student, and from its outset self-discipline and organisation of evening and vacation time were necessary. "Efforts shirked in the first year of the course can rarely be masked in its effects on examinations by feverish efforts during the second year.

During the previous session forty-eight students had taken part II of the B.Pharm. examination. Two had obtained first-class honours; ten upperdivision second-class honours; twentylower-division second-class eight honours, and the remaining eight had passed the requirements for the degree. Of forty-six students taking the part I examination, thirty-one passed, three had been required to resit a practical examination, six had been referred in one subject and six failed. Of fortysix students taking the qualifying examination in the Law Relating to Pharmacy twenty-seven had passed.

From October 1965, a Master degree was being introduced, based on a oneyear course and subsequent examination. The present course by way of re-search and thesis, normally taking two years, was being retained under the title Master of Philosophy, as was the Doctorate of Philosphy, which normally required three years' work. Additional laboratory facilities would be needed before the new courses could be instituted.

Dr. Hartley paid tribute to the president of the Students' Union (Mr. T. Esom) and members of the executive for their support and help during the session. He congratulated Miss Margaret Jones, the Union's new (and first woman) president, on her election.

The inaugural address was given by SIR. GORDON FOX (secretary, Agricultural Research Council) who took as his theme "Personal Responsibility his and Technocracy: Some thoughts on the preparation of scientists for their responsibilities in a science-dependent society." Sir Gordon asked whether the large figures created by scientific manpower statistics and public expenditure on science conveyed the right message to young scientists. To some, ambitious for power, they might suggest good opportunities for personal aggrandisement: to others they held out hopes of being able to get by without attracting too much attention and mith and ing too much attention and without undue exertion. It was not perhaps always realised that the growth of science and the increase in numbers of scientists, so far from diminishing the importance of individual responsibility, had in fact increased it. Because the application of science had been so spectacularly successful, "science" had become big business. The activities of professional scientists had con-sequently to be organised, and that tended to produce uniformity. the activities of a successful research worker involved doing or thinking things that had not been done or thought before. The large scientific organisation, for all its necessary emphasis on administrative uniformity, could only survive through the part could only survive through the non-conformity of its individual scientists. Though much necessary research called for no more than a trained mind and technical skill, the big advances would come, he thought, as in the past, largely unpredictably from a small number of exceptionally gifted people. Planning must attempt to provide the circumstances in which those people could flourish.

# Competence and Responsibilities

How could success be deserved? first by ensuring that scientists and their pupils had a high degree of professional competence. Too many people took too narrow a view of their personal responsibilities: too often a senior research worker, for example, was content to do no more than train his Ph.D. student or junior colleague in a technique that was immediately useful in his own investigations. young man then called himself an expert and expected to find a post in which he could practise his one limited technique. A good command of English must be a part of technical competence if the results of a scientists work were to be understood. Too high proportion of science teachers thought the teaching of English to be "somebody else's business," Sir Gordon added. "They are wrong: slovenly and imprecise writing means slovenly and imprecise thought."

The second thing to be done was to improve general education.

Finally it behoved every scientist to use his personal influence to spread a real understanding of science among the population at large. That was a matter of enlightened self-interest. It would be a tragedy if scientists failed to satisfy the community that they were equal to the task.

# TRADE REPORT

The prices given are those obtained by importers, or manufacturers for bulk quantities or original packages. Various charges have to be added whereby values are in many instances augmented before wholesale dealers receive the goods into stock. Crude drugs and essential oils vary greatly in quality and higher prices are charged for selected qualities.

LONDON, NOVEMBER 11: Business transacted during the week was mainly on a hand-to-mouth basis awaiting, it was assumed, the unveiling of the supplementary Budget by the Chancellor of the Exchequer.

Appeals have been launched for the removal of the 15 per cent, import surcharge on many items and it was hoped that the Chancellor might announce a decision during his statement. Apart from a few changes in Spices, quotations for most CRUDE DRUGS were repeated. Cassia lignea and Seychelles CINNAMON BARK were firm. CLOVES for shipment were slightly dearer and doubt about future supplies was expressed following news of further unrest in Zanzibar. New-crop Cochin GINGER was sharply reduced, although the old crop on the spot maintained its value. TUR-MERIC was quoted at 155s. per cwt., c.i.f., but it was thought that shippers would be prepared to take less for 10ton lots. CUMIN SEED was short on the spot and forward. MENTHOL was unchanged. CASCARA was down 5s. per cwt. but PODOPHYLLUM Emodi was dearer by the same amount.

ESSENTIAL OILS were virtually unchanged in price throughout the range.

As forecast last week, QUININE prices have advanced, the new rates showing a rise of about one-third over the former rates. Supplies of GLUCOSE POWDER are insufficient to meet demand, the price has been advanced slightly; LIQUID was also marked up. HEXAMINE MANDALATE was lower by 1s. 6d. per kilo. Several of the VITAMINS were sharply advanced. They included Pyridoxine (up 77s. 6d. kilo); INOSITOL (up 25s. kilo) and ASCORBIC ACID (up 3s. 6d.).

# **Pharmaceutical Chemicals**

ACETIC ACID.—Per ton, in bulk; B.P.C. glacial £80 to £84; 98–100 per cent. £76 to £80. Technical 80 per cent, grades: Pure £70 to £74, technical, £64 to £68. Small lots B.P.C., 5-gall. demijohn, 16s. per gall.; 10 demijohns, 11s. per gall.

ACETYLSALICYLIC ACID. — One-ton lots, 4s. 0½d. per lb.; 5-cwt., 4s. 5d.; 1-cwt., 4s. 8d.

p-Aminosalicylic acid. → Sodium, 17s, 6d, per kilo for 1,000-kilo lots.

Ammonium acetate. — Kegs (70-kilos), B.P.C. 1949, 8s. 1d per kilo. Solution, strong, 3s. 6d. kilo.

# LONDON EXCHANGE RATES

At the opening on Tuesday

Amsterdam Florins to £ Bombay Shillings to rupee Brussels Francs to £ 138-10-138-15 Frankfurt D Marks to £ 138-10-138-15 Frankfurt D Marks to £ 11-07 $\frac{1}{4}$ -11-07 $\frac{1}{$ 

\*Bank of England official limits; Bank rate: 5 per cent, from February 27.

Ammonium bicarbonate.—B.P. powder £54 10s, per 10n; carbonate, £83 10s, for lump and £87 10s, for powder. All in 1-cwt, free kegs.

Ammonium chloride.—50-kilo lots pure powder, 2s. 1d. per kilo.

Ammonium nitrate.—Crystals, 1s. 8d. per kilo in 50-kilo lots.

Ammonium sulphate.—50-kilo lots, 2s. per kilo for B.P.C. 1934 grade.

ASCORBIC ACID.—One-kilo, 44s. 6d.; 10-kilos, 41s. per kilo; 25-kilos, 39s. 6d.

Borax.—B.P. grade, I ton and upwards: Granular, £54 10s.; crystals, £58; powder, £59; extra fine powder, £60 per ton, all in hessian sacks. Less £1 for paper bags. Commercial from £44 10s. to £51 per ton as to type and packing. Anhydrous borax is £68 ls. per ton in hessian bags or £67 ls. in paper bags, including import surcharge; carriage paid in Great Britain. Surcharges for small quantities: Less than 1 ton but not less than 10 cwt., 2s. per cwt.; 5 to 9 cwt., 4s.; 1 to 4 cwt., 8s.

BORIC ACID.—B.P. grade in 1 ton and upwards (per ton): Granular, £84; crystals, £97; powder, £90 10s.; extra-fine powder, £92 10s. per ton in lined hessian bags, carriage paid in Great Britain. Less £1 per ton if supplied in paper bags. Technical from £70 to £80 10s. per ton according to type and packing.

CITRIC ACID.—Domestic powder in kegs, per cwt. 1-4 cwt. lots, 224s.; 5-19 cwt., 223s.; 1 ton, 222s. Crystals plus 10s. cwt. anhydrous powder and granular plus 10 per cent. All less 7s. cwt. if in bags.

FUMARIC ACID.—Food grade in 5-cwt. lots is 227s. to 234s, per cwt. according to container,

Gallic acid.—B.P., 10s. 9d. per lb. for 1-cwt. lots; 5-cwt. 10s. 6d.

GLYCYRRHETINIC ACID.—Per oz., 50s.

GLUCOSE. — Medicinal, B.P., POWDER, 73s. per cwt., delivered in 1-ton lots. LIQUID, bulk, 54s. 6d.; in drums, 58s. for same quantity. Supplies scarce.

HYDROCHLORIC ACID.—B.P., 50s. per cwt. in carboys.

HYDROCYANIC ACID.—Dilute B.P.C. 1954, from 4s. to 4s. 7d. per litre, as to quantity; Scheeles' from 4s. 9d. to 5s. 4d.

Нурорноврново Асір. — В.Р.С., 1959, 15s. 5d. per kilo; 50 per cent., 19s. 3d.

INOSITOL.—One-kilo, 100s.; 10 kilos, 90s. per kilo.

Lactic acid. — B.P. 4s. 5d. per lb. for 12-winchester lots and 4s. for 5-cwt. lots. Edible, 80 per cent. acid, 2s. 4d. per lb. for under 1-ton lots: 12-winchesters, 2s. 8d. per lb.

Magnesium carbonate. — One-ton lots: Light, 129s. per cwt.; heavy, 135s. per cwt.

Magnesium chloride.—Crystals in 50-kilo kegs, 5s. 6d. per kilo.

Magnesium hydroxide.—B.P.C., 1-cwt. lots, 3s. 11d. per lb.; 1-ton, 3s. 6d. per lb.

Magnesium oxide, B.P.—Light, 1-cwt. lots, 3s. 10d. per lb., 1-ton, 3s. 7d.; heavy, 5s. 10d. per lb.

Magnesium peroxide.—B.P.C. (15 per cent.), 3s. 11d. per lb. for 1-cwt. lots.

Magnesium phosphates; dihydrogen, 50-kilo lots, in kegs, 8s. 9d. per kilo; tribasic, in sacks, 9s. 8d. kilo.

MAGNESIUM SULPHATE. — B.P. in minimum 1-ton lots from £20 per ton. Exsicated, £58 per ton.

Magnesium trisilicate, — (Per lb.). Under 5-cwt. lots, 4s. ld.; 1-ton, 3s. 4d.

Malic acid.—One-ton lots £190 in paper sacks.

Mandelic acid.—One-cwt. lots, 12s. 6d. per lb. Calcium salt also 12s. 6d. Sodium mandelate, 13s. and Ammonium mandelate 50 per cent. solution, 7s. 6d.

OLEIC ACID.—B.P. grade, £186 10s. per ton, Small lots, 22s. 8d. per gall.

Oxalic acid.—Manufacturers' rates for 1-ton lots, £132 per ton.

PHOSPHORIC ACID. — B.P. (s.g. 1.750) drums, 1s. 4d. per lb.; bottles from 4s. 7d.

POTASH SULPHURATED. — Lump, B.P.C. 1959, 6s. 11d. per kilo in 50-kilo drums.

Potassium acetate. — (Per lb.) 1-cwt. lots, 3s.; 5-cwt., 2s. 8d.; 10-cwt., 2s. 6d.

POTASSIUM BICARBONATE.—B.P. powder, 110s. per cwt. 1-4-cwt. lots and 105s. per cwt. for 5-cwt. and over.

POTASSIUM BROMATE. — In 5-cwt, lots, 5s. 3d. per lb.

Potassium carbonate. — 50-kilo kegs, 5s. 1d. per kilo.

Potassium chlorate. — 50-kilo cases, 5s. 6d. per kilo.

POTASSIUM CHLORIDE. — Pure. 50-kilo sacks, 3s. 4d. per kilo.

POTASSIUM HYDROXIDE. — Pellets, B.P., 8s. 9½d. per kilo; sticks, 13s.; technical flake, 4s. All 50-kilo lots.

Potassium 8-hydroxyquinoline sulphate.—1-kilo is 55s. per ki o.

Potassium metabisulphite. — Crystals, 50-kilo kegs, 3s. 4d. per ki o.

Potassium nitrate. — Pure in 50-kilo sacks, 2s. 1d. per ki o.

Potassium permanganate. — B.P. in 1-cwt. lots, 2s. 0¼d. per lb. Technical 218s. 6d. per cwt.; 1-ton lots, quoted at 207s. per cwt.

Potassium phosphate. — B.P.C. 1949, 50-kilo kegs of powder, 8s. 3d. per kilo; granular, 8s. 9d.

Potassium quadroxalate. — One-cwt., 3s. 6d. per lb.

Potassium sulphate. — B.P.C. '49, 1s. 2d. per lb.

Potassium thiocyanate. — 50-kilo lots, 11s. 6d. per kilo in kegs.

Pyridoxine.—One-kilo, £35 7s. 6d. per kilo; 10 kilos, £35 2s. 6d.

Pyrogallic acid. — One-cwt. pure crystals, 24s. 6d. per lb.; resublimed 26s. 6d.

Quinine. — 1,000-oz. lots:—alkaloid, 6s. 9d. per oz.; sulphate, B.P., 1963, 4s.  $9\frac{1}{2}d$ .; bisulphate, 4s.  $8\frac{1}{2}d$ ., dihydrochloride, 6s.  $11\frac{1}{2}d$ .; hydrochloride, 6s. 2d.

RIBOFLAVINE. — One kilo, 217s. 6d. and 10-kilos, 212s. 6d. per kilo.

TANNIC ACID.—The B.P. fluffy, 8s. 3d. per lb. (5-cwt. lots).

Tartaric acid. — (In kegs): 1-ton lots, 275s. per cwt.; 5–19 cwt., 281s.; 1–4 cwt., 284s. Bags 8s. cwt. less. Crystals 7s. per cwt. more than powder and granular.

THIOGLYCOLLIC ACID. — Basic rates per lb., 97–98 per cent., 26-lb. packs, 15s.; 75 per cent., 11s. 6d. Ammonium Thioglycollate, 40 per cent. ph 9-3 (24-lb. packs), 6s. 8d.; Monoethanolamine Thioglycollate, ph 9-9, 4 per cent., 9s. 10d. All carriage paid United Kingdom and subject to purchase tax.

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# Crude Drugs

ACONITE. — Spot, Spanish napellu 2s. 6d. per lb.; shipment, 2s. 4d., c.i.f. napellus,

AGAR. — Kobé No. 1, 13s. per lb. 1 bond; November shipment, 12s. 6d., c.i.f. Spanish, 15s., duty paid, to arrive.

ALOES. — Primes, 265s. per cwt. spot. Shipment, 255s., c.i.f. Curação, spot, 265s.; 255s., c.i.f.

ANISE. — Chinese STAR, 160s. per cwt. spot, duty paid; f.a.q. for shipment, 118s.,

ARROWROOT. — St. Vincent from 1s. 3d. to 1s. 6d., as to grade.

BALSAMS. — Per lb.: CANADA: Spot 21s. to 25s. COPAIBA: B.P.C. grade 9s. to 10s. 6d. PERU: Spot short at 12s., nominal. Tolu: B.P., from 10s. 6d. to 27s. 6d.

BAY.—LEAVES, 1s. 9d. per 1b., spot.

BELLADONNA.—HERB, 3s. per lb., spot. Leaves, 3s. 3d., c.i.f., nominal. Root, 1s. 8d. per lb., spot; shipment, 1s. 7d., c.i.f.

Benzoin.—Sumatra block spot from £19 to £40 per cwt. as to quality.

BUCHU.—Spot is 5s. per lb.; shipment cleared.

CALAMUS. — ROOT, 100s. per cwt., spot, 87s. 6d., c.i.f.

CAMPHOR. — B.P. powder for shipment, 5s. 8d. per lb., c.i.f.; spot 7s.

CARDAMOMS. — Aleppy greens, 11s. 6d. per lb. spot; shipment. 11s.  $4\frac{1}{2}$ d., c.i.f.

Cascara. — Spot, 225s. per cwt.; shipment, 215s., c.i.f.

Cassia.—Fistula, 105s. per cwt. landed; lignea (whole), shipment 205s., nominal; selected broken, 190s., c.i.f.

CHAMOMILE.—Belgian new crop quoted at 19s. per lb., spot; German type, 7s. 6d. CHERRY BARK. — Thin natural, 2s. 4d. per lb.; shipment, 2s. 1d., c.i.f.

CHILLIES. — Zanzibar, spot cleared; shipment, new-crop 215s, per cwt., c.i.f. Mombasa spot, 160s.; shipment, 132s. 6d., c.i.f.

CINNAMON. — QUILLS, Ceylon (per 1b., c.i.f.): 4 O's, 9s. 2d.; single O, 7s. 4d.; quillings, 5s. 9d. BARK, Seychelles, 115s. cwt. spot; shipment, 115s., c.i.f.

CLOVES. — Zanzibar spot 2s.  $10\frac{1}{2}$ d. per lb. standard grade; shipment, 2s.  $7\frac{1}{2}$ d.,

COCHINEAL. — Canary Isles silver-grey 22s. 6d. per lb., black brilliant, 28s., spot. Peruvian silver-grey, 16s. per lb., spot.

Cocillana.—Bark 1s. 7d. per lb. on the spot.

Digitalis.—Purpurea leaves, 2s. 6d. per lb.

ELEMI. — Spot, 1s. 9d. per lb.; shipment: new crop, November-December, 1s. 6d., c.i.f.

Ergot. — Portuguese, 13s. 6d. per lb. spot nominal.

GENTIAN.—Root, 210s. per cwt. spot; shipment, 200s., c.i.f.

GINGER.—(Per cwt.) African, spot, 310s. per cwt. Jamaican No. 3 spot, 575s.; shipment, 555s., c.i.f. Cochin, prompt shipment, 350s., c.i.f. December–January,

240s., c.i.f.

GUM ACACIA.—Kordofan cleaned sorts, 165s. per cwt. spot; November shipment, 150s., c.i.f.

HENNA. -- Indian, for December-January shipment, 65s., c.i.f.

Honey. — (Pcr cwt.). Australian light amber, 135s. to 140s. and medium amber, 110s. to 115s. (near at hand); Argentine, 122s. 6d. to 127s. 6d.; Canadian, 175s.; Mexican, 125s. to 130s., all exwarehouse warehouse.

IPECACUANHA.—Matto Grosso for shipment, 60s. per 1b., c.i.f. and spot from 62s. to 64s., as to test. Colombian 63s.

c.i.f.; spot, 66s. Costa Rican, 82s., c.i.f. and 91s., spot.

Karaya. — No. 1 f.a 400s.; No. 2, 335s. per cwt. No. 1 f.a.q. gum, spot,

PEPPER.—White Sarawak spot is 2s. 10½d. to 3s. per lb.; shipment, 2s. 10¼d., c.i.f. Black Sarawak spot, 2s. 6½d.; shipment, 2s. 5d., c.i.f. Black Malabar spot, 3s. 1½d. nominal; December–January shipment quoted at 315s. per cwt., c.i.f. Tellicherry extra bold, 3s. 6d. lb. spot.

PIMENTO. — Spot quoted at 672s. per cwt., shipment, 600s., f.o.b.

PODOPHYLLUM.—Spot per cwt.: Emodi, 230s. (220s., c.i.f.); Peltatum, 190s.

PYRETHRUM. — Extracts — partially dewaxed, 25 per cent. pyrethrins, 69s, to 65s, 6d, per lb.; pale, 82s, 6d, to 79s.; crude oleoresin, 60s, 6d.

SENEGA.—Spot, 19s. 6d. per lb. spot; shipment, 19s., c.i.f.

SENNA. — (Per lb.). Tinnevelly LEAVES spot: Prime No. 1, 2s.; prime No. 2, 1s. 8d.; No. 3, f.a.q., 1s. 2d. Shipment: No. 3, 1s. 1d., c.i.f. Pods: Tinnevelly hand-picked, 2s. 1½d., spot: manufacturing 1s. 4½d.; shipment, 1s. 1½d., c.i.f. Alexandria Pods: hand-picked in limited supplies at 10s: manufacturing. small lots at from at 10s.; manufacturing, small lots at from 3s. 3d. to 3s. 6d.

SHELLAC.—F.O.T.N. pure, 225s. per cwt., No. 1, 250s.; F.O., from 265s. to 325s.

SLIPPERY ELM BARK. — Spot offered at 3s. 4d. per lb.

SQUILL. — Italian spot, 180s. per cwt.; shipment, 170s., c.i.f. Indian, 75s. per cwt., spot.

STRAMONIUM.—Continental LEAVES 85s. per cwt. spot.

SAFFRON. — Mancha superior firm at 285s, per lb., spot.

SARSAPARILLA. — Jamaican native red spot, 3s. per lb.; shipment, 2s. 9d., c.i.f. nominal.

Sassafras. — Brazilian is from 2s. 4d. per lb.

SEEDS. — (Per cwt.). ANISE.—Spanish, 280s., duty paid. CARAWAY. — Dutch, 132s. 6d., duty free. CELERY. — Indian, 162s. 6d., spot; shipment, 160s., c.i.f. CORIANDER.—Moroccan, 60s., duty paid; shipment, 45s. 6d., c.i.f. CUMIN.—Market firm with little offered both spot and forward Moroccan on spot is now autoted at firm with little offered both spot and forward. Moroccan on spot is now quoted at 295s., duty paid; no offers for shipment; Cyprian reported sold at 280s., c.i.f. DILL.—Indian, 90s., spot; shipment, 75s., c.i.f. FENNEL.—Chinese, 145s., duty paid; no Indian offering spot; shipment Chinese new crop for November-December, 105s., c.i.f.; Indian firm at 150s., c.i.f. FENUGREEK.—Moroccan, 48s. 6d., duty paid; shipment firmer at 36s., c.i.f. MUSTARD.—English 50s. to 75s., according to quality.

STYRAX.—Spot. 15s. 6d. per lb.; ship.

STYRAX.—Spot, 15s. 6d. per lb.; shipment, 13s. 6d., c.i.f.

Tonquin Beans.—Para spot, 4s. 6d. per lb.; shipment. 4s., c.i.f.

Tragacanth.—No. 1 ribbon, £225 per cwt. No. 2, £215.

TURMERIC. — Madras finger on spot is dearer at 155s, to 157s, 6d, per cwt.; shipment quoted at 155s, c.i.f.

Valerian root. — Spot: Indian, 175s. per cwt.

Vanillin.—Rates (per lb.) are now:—5-cwt. lots, 21s. 6d.; 1-cwt., 21s. 9d.; 56-lb., 22s.; small quantities, 22s. 6d.

Waxes. — (Per cwt.): Bees'.—Dar-es-Salaam, 450s.; shipment, 427s. 6d., c.i.f. Sudanese, spot, 400s., in bond; shipment, 390s., c.i.f. Candelilla, spot, 465s.; forward, 460s. landed, Carnauba, fatty grey spot, 370s.; shipment, 352s. 6d., c.i.f.; prime yellow, spot, 740s.; shipment, 680s., c.i.f.

WITCH HAZEL LEAVES.—Spot quotations are 2s. 2d. per lb.; shipment, 2s. 1d., c.i.f.

# **Essential and Expressed Oils**

BAY.—West Indian about 25s. per lb. on the spot.

BERGAMOT.—Spot quotations for 38 per cent. oil are about 99s, pcr lb.

BIRCH TAR.—Rectified, 3s. per lb.

CADE.—Spanish from 1s. 9d. per 1b. for drum lots.

CAMPHOR, WHITE. — Chinese for shipment, 4s. 6d., c.i.f., per kilo.

Cananga.—Spot from 30s. per lb.

CARAWAY.—From 40s. to 60s. per lb. as to source.

CARDAMOM.—Indian from 215s. per 1b., spot.

CASTOR.—Home produced B.P. oil, spot, £147 per ton naked ex mill (2-ton lots).

CEDARWOOD. — American from 7s. 6d. per lb. on the spot.

CHAMOMILE.—Small lots 640s. per lb.

CHENOPODIUM.—From 37s, per lb.

CINNAMON.—Best English-distilled, 720s, per lb.; other B.P. oils from 22s, to 120s, per lb. Ceylon leaf, 20s.; Seychelles from 9s. 6d., spot.

CITRONELLA. — Ceylon, spot, 7s. 6d.; shipment, 6s. 10d. per lb., c.i.f. Formosan, 6s. 6d. in bond; no shipment offers; Chinese, 5s. 6d., c.i.f.

COD-LIVER, — B.P. in 45 gall, drum is 11s. 6d. per gall, including 30s, deposit on drum. Veterinary is from 9s. 6d. per gall. 25-stone lots. Delivered terms.

Coriander.—From 34s. to 45s. per lb., spot, as to origin.

CUBEB.—Spot supplies of imported are 86s. per lb.

DILL.—Imported is from 34s. to 39s. per lb., spot.

LAVENDER SPIKE.—Spanish, 30s. to 35s. per lb.

LEMONGRASS. — Spot, 9s. 9d. per 1b.; shipment, 8s. 3d., c.i.f.

PENNYROYAL. — Spot, 15s. per lb. duty paid.

PEPPERMINT. — Arvensis: Chinese for shipment, 7s, 3d., c.i.f. Brazilian for shipment, 6s. 3d., c.i.f.; spot, 6s. 9d. Piperita: Italian, 48s. to 60s., spot; American from 27s. 6d. per lb, as to make.

PETITGRAIN. — Paraguay for shipment, 14s. 3d., c.i.f.

PIMENTO. — English-distilled berry from 200s. per lb. and imported, 32s. 6d. Rectified leaf, 22s. per lb.

ROSEMARY.—Spanish, 13s. 6d. per lb., duty paid.

Rue.—Spanish is 22s. 6d. per lb., spot. SAGE.—Spanish, 20s. per lb., duty paid.

SANDALWOOD, — Mysore, 115s, per lb., spot. East Indian for shipment, 106s., c.i.f.

SPEARMINT.—American oil on the spot, 30s. per lb.

Tangerine.—Sicilian best quality about 45s. per lb.

THYME.—From 20s. to 22s. 6d. per lb. as to test.

Vetevert. — Bourbon spot, 90s. to 100s. per lb.

YLANG YLANG. — Best oil quoted about 135s. per lb.

# UNITED STATES REPORT

NEW YORK, NOVEMBER 10: Prices of Quinine rose to make the sulphate 56 cents an oz., up  $12\frac{1}{2}$  cents, and the HYDROCHLORIDE,  $64\frac{1}{2}$  cents, up 14 cents. Cost of Aneurine was pushed up \$1 to \$15.50 per kilo. Peru balsam advanced 35 cents to \$1.70 a lb. Spot lot; of Messina Lemon oil are now being offered at from \$4.50 a lb., down

# **NEW COMPANIES**

P.C. = Private Company. R.O. = Registered Office

W. CHARNOCK, LTD. (P.C.).-Capital £1,000. To carry on the business of manufacturing and retail chemists and druggists, etc. Directors: Richard W. Charnock, M.P.S., James S. Charnock, M.P.S., and William K. Core, M.P.S. R.O.: 37 Liverpool Road, Bursands cough, Ormskirk,
CHARNOCKS' CHEMISTS, LTD. (P.C.).

Capital £1,000. To carry on the business of chemists and druggists, etc. Directors: Richard W. Charnock, M.P.S., and James S. Charnock, M.P.S. R.O.: 33 Chapel Lane, Charnock, M.P.S. R.O.: 33 Chapel Lane, Formby, Liverpool. EDWARDS & ADAMS (PHARMACY), LTD.

(P.C.).-Capital £10,000. To acquire the business of pharmacists carried on by H. D. Adams and H. B. Edwards, etc. Directors: Herbert D. Adams, M.P.S., Pauline Adams, M.P.S., and Charles H. B. Edwards, M.P.S., 26 Fosseway (south), Midsomer Norton.

R. A. RACEY, LTD. (P.C.).—Capital £1,000. To acquire the business of chemists carried on by R. A. Racey, M.P.S., at Gorleston-on-Sea. Directors: R. A. Racey and Mollie R. Racey.

STEWARTS PHARMACY, LTD. (P.C.).—Capital £2,000, Subscribers: Ronald F. Scarborough, M.P.S., and Patricia O. Scarborough, M.P.S., Felstead, Skimped Hill, Bracknell, Berks.

J. MAYNARD WHITESIDE, LTD. (P.C.).-Capital £5,000. To acquire the business carried on by John M. Whiteside, M.P.S. Directors: John M. Whiteside and Ivy Whiteside. R.O.: 3 Ouay Road, Bridlington, Yorks,

YOUNG CHEMICAL ENGINEERING, LTD. (P.C.).—Capital £5,000. Solicitors: Gilmore Tylee & Co., 14 Essex Street, London, W.C.2.

# WORLD TRADE

Spanish Air Freight Charge. — The Spanish authorities are imposing a special tax on all shipments coming from or bound for Spain. The tax is assessed at 2 per cent., on the amount of freight charges only and applies to airway bills originating from destined to Spain. The tax must be shown on the airway bill at the time of completion of the document.

Germany's Chemical Exports Increased.—West Germany's exports of industrial chemicals amounted to DM1,140 millions in the first seven months of 1964, an increase of 24.3 per cent. over the figure for January-July, 1963. During the first six months more than 70 per cent. of the exports went to Europe, DM294 millions' worth bought by the E.E.C. countries, DM276.4 millions by E.F.T.A. and "favourable amounts' Eastern Bloc countries, especially the Soviet Union, Poland and Czechoslo-vakia. The United States and Japan were the best overseas customers. Britain was West Germany's fourth best customer in the first half-year. Imports of industrial chemicals in the first seven months of 1964 were 21.5 per cent. higher, at DM483 millions, with the United States, France, Italy, Belgium and Luxembourg, Holland and Britain the principal suppliers.

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# What doctors are reading about developments in drugs and treatments

LINOLENIC acid, a high content of which is present in linseed oil, has been shown to reduce to normal the increased blood platelet adhesiveness found in conditions such as atherosclerosis and diabetes. Workers at the Institute of Thrombosis Research, University Hospital, Oslo, Norway, suggest that, as platelet adhesiveness can indirectly measure factors associated with the increased thrombotic tendency of patients with athersclerotic disease, the findings warrant the testing of (a) the therapeutic effect of linolenic acid in established clinical atherosclerotic disease; (b) its effect as a prophylactic in reducing morbidity and mortality of coronary heart-disease and other manifestations of atherosclerosis; and (c) its preventative effect against postoperative and post-partum venous thrombosis. (Lancet, November 7, p. 975.)

MONOAMINE-OXIDASE inhibitor, mebanazinc, has been found by workers in Sweden to exert a hypoglycæmic action in diabetes. Although in the preliminary stages, it is suggested that the observations may show the drug to have a rôle in the treatment of diabetes and in the management of patients refractory to sulphonylureas or insulin. Further work is in progress. (Lancet, November 7, p. 997.)

REPORTING the case history of a

patient who developed peripheral neuropathy, pellegra-like skin lesions, and a toxic psychosis while receiving isoniazid for pulmonary tuberculosis, Dr. D. L. Aspinall (Lancaster Moor Hospital) warns of the possibility of vitamin deficiencies occurring during therapy with the drug. (B.M.J., November 7, p. 1177.)

A TRIAL designed to assess the usefulness of a chewable preparation of ferrous fumarate and ascorbic acid (Ferro-mandets) is reported by Dr. P. G. Harris, Belfast, of fifty patients treated, two discontinued treatment because of gastro-intestinal side-effects and five defaulted. Those completing the trial were assessed, by a rapid hæmoglobin estimation, to have responded satisfactorily. (Practitioner, November, p. 667.)

A COMBINATION of methyldopa and hydrochlorothiazide (Hydromet; but containing the drugs in a proportion differing from that marketed, and with additional potassium chloride) has been found in a general practitioner clinical trial to exert a moderate hypotensive effect, mainly on systolic pressures. Also noted was the absence of postural hypotension, a relatively low incidence of side-effects and satisfactory relief of symptoms. (Practitioner, November, p. 685.)

# PRINT AND PUBLICITY PRESS ADVERTISING

ANDREW JERGENS Co., LTD., Crown House, Morden, Surrey: Jergens hand lotion. In Woman, Woman's Mirror, Woman's Realm.
BEECHAM TOILETRY DIVISION, Beecham House,

Brentford, Middlesex: Brylcreem dispenser. In the national Press.

BOWATER-SCOTT CORPORATION, LTD., House, Knightsbridge, London, S.W.1: "Man size" Scotties. In Daily Mirror, Daily Express, The Sun and Glasgow Daily Record during November and December,

BRITISH OXYGEN Co., LTD., Hammersmith House, London, W.6: Sparklets syphons, In Reader's Digest, Punch, Scottish Field, Irish Tatler, Sunday Times, Observer magazine and other women's magazines and Sunday newspapers.

CATALINE Co., 25 Tolmers Square, Hampstead

Road, London, N.W.1: Cataline, In Farmer's Weekly, British Farmer, Dairy Farmer and Pig Farming.

CHESEBROUGH-POND'S, LTD., Victoria Road, London, N.W.10: Vaseline petroleum jelly. In national Press.

DENDRON DISTRIBUTORS, LTD., 94 Rickmansworth Road, Watford, Herts: Blisteze, In Daily Mirror, Daily Express, Daily Sketch and

FOOD BROKERS, LTD., Crown House, Morden, Surrey: Nailform. In sixteen popular magazincs.

GLAXO LABORATORIES, LTD., Greenford, Middlesex: Ostermilk and Mother and Baby Book offer, In Sunday Mirror, Woman's Own and leading periodicals, Complan, In national

LAUGHION & SONS, LTD., Warstock Road, Birmingham, 14; Vogue hair brushes. In Woman. During November and December.

ELVET, LTD., Wadsworth Road, Perivale, Middlesex: Eye Dew. In Daily Mirror and teenage magazines.

MYRAM PICKER, LTD., Hook Rise, Kingston By-Pass, Surbiton, Surrey: Miners hair care products. In Daily Mirror, Honey, Flair, Romeo, Valentine, Marilyn, Fabulous, Boyfriend, Mirabelle, True Story, True Romances, Photoplay and Woman's Story.
NICHOLAS PRODUCTS, LTD., 225 Bath Road,

Slough, Bucks: Aspro. In national newspapers. RGANON LABORATORIES, LTD., Crown House, Morden, Surrey: Endocil hand-care treat-ORGANON LABORATORIES, ments. In Woman's Own, Everywoman, Vogue, Housewife, Woman's Journal, Woman & Home, Modern Woman, Daily Telegraph and Sunday Express.

PHILLIPS YEAST PRODUCTS, LTD., Park Royal Road, London, N.W.10: Vetzyme, In Woman's Own, Woman, Woman's Weekly and Woman's

RECKITT & Sons, Ltd., Pharmaeeutical Department, Hull, Yorks: Disprin. In major newspapers.

GEORGE SPENCER & SON, LTD., 1 Kynance Place, Gloucester Road, London, S.W.7: Badedas, In Evening Standard, Reader's Digest, Town and Queen.

SPONG & Co., LTD., Crompton Close, Basildon, Essex: Corkette. In Radio Times and T.V. Times.



STILL FROM TV "COMMERCIAL": The Atrixo puppets illustrate shots of the packs in a television "commercial" for the product. Makers are Southalls (Sales), Ltd., Bessemer Road, Welwyn Garden City, Herts.

# COMING EVENTS

Items for inclusion under this heading should be sent in time to reach the Editor not later than first post on Wednesday of the week of insertion.

# Monday, November 16

COLCHESTER BRANCH, PHARMACEUTICAL SOCIETY, Jacklin's restaurant, High Street, Colchester, at 7.45 p.m. Mr. C. C. Stevens (Imperial Chemical Industries, Ltd.), on "The Pharmaciet and Company Levi"."

eist and Common Law."

ENFIELD CHEMISTS' ASSOCIATION, Enfield Arms hotel, Enfield, at 7.45 p.m. Mr. H. B. Spear (Dangerous Drugs branch, Home Office) on "Drug Addiction."

NOTTINGHAM BRANCH, PHARMACEUTICAL SOCIETY, 64 St. James's Street, Nottingham, at 7.30 p.m. Mr. D. S. Greensmith on "Automation and Everyman."

PESTICIDES GROUP, SOCIETY OF CHEMICAL INDUS-TRY, 14 Belgrave Square, London, S.W.I, at 5.30 p.m. Dr. R. C. Brian on "Electrons and the Mode of Action of Certain Herbicides.

UNIVERSITY OF LONDON, Post-graduate Medical School of London, 150 Du Cane Road, London, W.12, at 4 p.m. Dr. J. E. Lennard-Jones on "Medical Treatment of Ulcerative Colitis."

# Tuesday, November 17

CARDIFF PHARMACISTS' ASSOCIATION and BRANCH OF THE PHARMACEUTICAL SOCIETY, Bindles ballroom, Barry, Glamorgan, at 7.30 p.m. Annual dinner and dance.

EAST KENT BRANCH, PHARMACEUTICAL SOCIETY, Adelaide suite, Castle restaurant, Canterbury, at 8 p.m. Mr. K. Walker (Geigy Pharmaceutical Co., Ltd.), on "Treatment of Depression" and film.

EAST METROPOLITAN BRANCH, PHARMACEUTICAL SO-CIETY and WEST HAM ASSOCIATION OF PHAR-MACISTS, Eagle hotel, 73 Hollybush Hill, London, E.11, at 8 p.m. Beauty consultant from Elizabeth Arden, Ltd., on "Beauty Care."
HERTFORD and WEST HERTFORDSHIRE BRANCHES,

PHARMACEUTICAL SOCIETY, Mitre room, Peahen hotel, St. Albans, at 8 p.m. "N.H.S. Forum."
Pharmaceutical Society of Great Britain and SOCIETY OF COSMETIC CHEMISTS OF GREAT BRITAIN, Connaught rooms, Great Queen Street, London, W.C.2, at 9.30 a.m. Symposium on "Preservatives and Antioxidants."

RHYL BRANCH PHARMACEUTICAL SOCIETY, Westminster hotel, Rhyl, at 7.30 p.m. Dr. C. Hilton Jones (consultant pathologist, Clwyd and Deeside hospital group) on "The History of Blood Transfusion."

SCHOOL OF PHARMACY, CHFLSFA COLLEGE OF SCIENCE AND TECHNOLOGY, Manresa Road, London, S.W.3, at 7.15 p.m. Mr. T. E. V. Horsley (Glaxo Laboratories, Ltd.), on "Control of Fermentation Processes used in Production of Drugs and Other Products.

SOUTH-WEST LONDON CHEMISTS' ASSOCIATION and WESTERN PHARMACISTS' ASSOCIATION and Bloomsbury Square, London, W.C.1, at 7.30 p.m. Dr. K. P. Hare (senior medical officer (ground) to British Overseas Airways Corporation) on "What Does an Airline Medical Officer Do?" Officer Do? "

WEST KENT BRANCH, PHARMACEUTICAL SOCIETY, Bulls Head hotel, Chislehurst, at 8 p.m. Mr. W. M. Darling (a member of Council), "With the Younger Pharmacist in Mind."

WEST MIDDLESEX CHEMISTS' ASSOCIATION and BRANCH OF THE PHARMACEUTICAL SOCIETY, Town hall, New Broadway, Ealing, W.5, at 8 p.m. Mr. C. C. Stevens (Imperial Chemical Industries, Ltd.), on "The Pharmacist and Common

# Wednesday, November 18

BIRMINGHAM PHARMACEUTICAL ASSOCIATION, Botanical Gardens, Edgbaston, Birmingham, 15,

at 8 p.m. Dance, BOURNEMOUTH BRANCH, PHARMACEUTICAL SOCIETY, Post-graduate medical centre, Boscombe, Bournemouth, at I p.m. Mr. J. R. Dale on "The Doctor and the Dangerous Drugs Act." DURNEMOUTH, PORTSMOUTH and SOUTHAMPTON

BOURNEMOUTH. Branches, Pharmaceutical Society, Polygon hotel, Southampton, at 6.45 p.m. Mid-Southern regional conference, Miss M. A. Burr (a member of Council) on "The New Constitution—Will it Work?"

BURNLEY BRANCH, PHARMACEUTICAL SOCIETY, Cross Keys hotel, Burnley, at 7.45 p.m. Mrs. S. Godfrey (Richard Hudnut, Ltd.) on "The Care of the Hair."

DARTFORD BRANCH, PHARMACEUTICAL SOCIETY, and KENT SUB-SECTION, ROYAL INSTITUTE OF CHE-MISTRY, North West Kent College of Technology, Miskin Road, Dartford, at 7 p.m. Dr. S. R. Craxford (head of air pollution division, Warren Spring laboratory, Department of Scientific and Industrial Research) on "The Removal of Sulphur Compounds from Flue Gases.

LEICESTER AND LEICESTERSHIRE BRANCH, PHARMA-CEUTICAL SOCIETY, Bell hotel, Leicester, at 7.30 p.m. Dr. J. F. Cavalla (Medical Services Department, Parke, Davis & Co., Ltd.), on "The Relief of Pain."

OYAL SOCIETY OF ARTS, John Adam Street, Adelphi, London, W.C.2, at 2,30 p.m. Dr. Aldred Memorial Lecture, Dr. F. T. Perkins (Medical Research Council) on "The Science and Practice of Immunology."

### COMMERCIAL TELEVISION

Figures in these columns represent the number of appearances of the "spot" during the week.

November	22—28	3			London	Midland	North	Scotland	Walcs	South	North-east	Anglia	Ulster	Westward	Border	Grampian	Eircann	Channel Is.	W.&N.Wa
Alka-Seltzer					8	4	7	2	4	7	_	6	7	6	7	6	3	6	_
Antussin					3	3	3	1	3	3	2	2	2	_	_	—	—	_	_
Askit powders	and t	tablets			_	_	_	14	_	_	_	—	_	-	3	3	—	_	_
Complan					3	3	3	-	_	_		_	_	_	_	_	_	_	_
Cuticura prepa	rations	S			2	2	2	—	2	_	_	_	_	_	—	—	3	_	_
Dentu-creme					2	1	1	—	3	3	2	3	2	2	2	1	—	1	-
Dethmor					-	1	1	_	-	1	1	1	_	1	_	_	_	_	
Disprin					2	_	—	1	1	1	1	2	1	3	1	1	—	3	_
Fiery Jack oin	tment				_	_	3	_	_	_	_	_	—	_	_	_	—	-	-
Glovelies						3	_	_	_	_	_	—	_		_	—	—	$\overline{}$	_
Halaspray	•••				3	2	2	—	_	2	2	_	_	_	_	_	_	_	_
Imperial Leath	er soa	ар			3	2	2	_	2	2	2	2	2	2	2	_	_	_	-
Loxene shamp	00				1	1	-	1	1	1	_	1	1	1	1	1	2	_	_
Moorland indi	gestior	ı table	ets		—	—	1	1	_	_	1	_	—	—	_	_	_	_	-
Nulon	***				_	1	—	_	_	—	_	—	_	_	—	—	—	2	_
Procol					3	4	2	2	3	3	4	4	3	4	3	3	_	2	_
Rinstead pastil	les				1	1	1	1	_	1	_	1	1	2	1	1	_	-	_
Setlers	• • •				1	1	2	2	2	2	2	2	_	2	_	_	_	_	_
Veno's cough					1	1	3	1	1	1	1	2	2	1	1	1	_	1	-
Woodward's gr	ripe w	ater			1	1	1	—	1	1	1	1	1	—	1	1		—	1
Wright's coal	tar so	рар	• • •	•••	1	1	1	-	1	1	_	_	-	-	-	-	-	_	1

WEST KENT BRANCH, PHARMACEUTICAL SOCIETY, Yorkshire Grey hotel, London, S.E.9, at 7.15 p.m. Annual dinner and dance,

# Thursday, November 19

BRISTOL BRANCH, PHARMACEUTICAL SOCIETY, Royal hotel, College Green, Bristol, 1, at 7.30 p.m. Consideration of resolutions for Branch Representatives' meeting, followed by medical films, EPSOM AND SUTTON BRANCH, PHARMACEUTICAL

SOCIETY, Charter Inn, High Street, Epsom, at 8 p.m. Dr. A. H. Beckett (head of the school of pharmacy, Chelsea College of Science and Technology) on "The Route from Witch Doctor to Modern Drug.

LONDON BRANCH, GUILD OF PUBLIC PHARMACISTS, auditorium, Wellcome building, 183 Euston Road, London, N.W.1, at 7 p.m. Dr. J. F. Cavalla (Medical Services Department, Parke, Davis & Co., Ltd.), on "The Relief of Pain."

ROYAL INSTITUTE OF CHEMISTRY, St. Albans College of Further Education, Hatfield Road, St. Albans, at 7 p.m. Dr. R. A. Jeffreys on "Colour Photography."

ROYAL SOCIETY OF HEALTH, 90 Buckingham Palace Road, London, S.W.1, at 7.30 p.m. Discussion on "Drugs and Road Safety."

SOCIETY OF INSTRUMENT TECHNOLOGY, Connaught rooms, Great Queen Street, London, W.C.2, at 2.30 p.m. Symposium on "Performance Evaluation of Industrial Instruments."

University of London, Charing Cross Hospital medical school, 62 Chandos Place, London, W.C.2, at 5,30 p.m. Huxley lecture. Lord Todd on "Organic Chemistry and the Progress of Medicine." Admission by ticket only,

# Friday, November 20

CHEMICAL SOCIETY, University Chemical Laboratory, Lensfield Road, Cambridge, at 8.30 p.m. Professor D. H. R. Barton on "Some Recent Studies on the Biosynthesis of Alkaloids."

### **Advance Information**

EUROPEAN FEDERATION OF CHEMICAL ENGINEERING, Fourth congress: "Interaction of Technology and Economics in Process Plant," London, June 15-24, 1966.

FOURTH INTERNATIONAL PACKAGING EXHIBITION (Interpack), Düsseldorf, Western Germany, May 12-18, 1966.

# TRADE MARKS

### APPLICATIONS ADVERTISED BEFORE REGISTRATION

From the "Trade Marks Journal," October 28 For starch and derivatives of starch, all being

for industrial purposes (1)
SOLANOSE, 861,264, by W. A. Scholten's
Chemische Fabrieken, N.V., Groningen, Hof-

For sensitised paper; and paper for photographic purposes (1)
Device with word VEGA, 863,861, by Vega-

Repro, Ltd., London, S.E.5. For garden compost (1)

WHINGROW, 865,220, by Champagne Whin, Ltd., York,

For hair tints, hair dyes and hair bleaches (3) Device with word CLAIROL, 828,030, by

Bristol-Mycrs Co., New York, U.S.A.
For common soap, toilet soap (pe shaving cream, shampoos, shaving sticks, vanishing cream, face powder, lip rouge and face rouge, all being non-medicated toilet preparations (3)

PALMOLIVE SNOW, B856,641, by Colgate-Palmolive, Ltd., London, W.1.

For soaps, perfumes, non-medicated toilet pre-parations essential oils, cosmetics, hair lotions, hair lacquers, and hair shampoos (3)

AQUANET, B856,699, by Saga (Plastics), Ltd., London, E.8,

For cosmetics, non-medicated toilet preparations,

soaps and preparations for the hair (3)
BEAUTY COUNSELOR, 859,374, by Beauty Counselors of London, Ltd., Newhaven, Sussex.

For all goods (3)

SANSO, B862,770, by Co-operative Wholesale Society, Ltd., Manchester, PENADEEP,

865,706, by Mallfair, Ltd., Liverpool, 3.
For toilet preparations (not medicated), dentifrices and preparations for cleaning artificial

dentures, all being in cream form and all for sale in the United Kingdom otherwise than for export but not excluding goods for export to the Irish Republic (3)

STERACREME, 867,549, by Reckitt & Sons, Ltd., Hull, Yorks.

For non-medicated toilet preparations for the skin (3)

FIRMARISA, 866,814, by Maria Hornes, Ltd., London, W.1.

All goods, but not including abrasives, abrasive preparations, abrasive products, common soap or detergents or any goods of the same description (3) and for brushes and combs (21)

TEK, 844,366-67, by Johnson & Johnson, New Brunswick, New Jersey, U.S.A. For pharmaceutical preparations and substances,

all for the treatment of the skin (5)

CITY SKIN, B859,100, by Saga (Plastics), Ltd., London, E.8.

For all goods (5)

PAEDI-CANTIL, 860,129. by Colgate-Palmolive Co., New York, U.S.A. EDECRIN, 865,481, by Merek & Co., Inc., Rahway, New Jersey, U.S.A. CARTILIN, 867,972, by Macarthys, Ltd., Romford, Essex.

For pharmaceutical preparations and substances, all for the treatment of the respiratory organs (5)

EPRILON, 862,203, by Roussel-Uclaf, Paris,

For sanitary pads for use with babies' napkins and with sanitary knickers, sanitary towels and sani-

CUPADS, 862,258, by M. Merica & Co., Ltd., Oldham, Lancs.

For antiseptic medicated cream (5)

COLTEX, 863,247, by Thornton & Ross, Ltd., Linthwaite, Huddersfield, Yorks,

For pharmaceutical preparations and substances

STROMBAJECT, 867,119, by Sterling-Winthrop Group, Ltd., Surbiton, Surrey,

For veterinary vaccines (5)
DUBLIVAC, 867,399, by Crookes Laboratories, Ltd., London, N.W.10.

For pharmaceutical products and preparations (5) DUPHALAC, 867,740, by N.V. Philips-Duphar, Amsterdam, Netherlands,

For safety razor blades (8)
Device with words SILVER GILLETTE, 862,183, by Gillette Industries, Ltd., Isleworth, Middlesex,

For photographic apparatus and instruments; apparatus for processing photo-sensitive materials and parts; and films and transparencies (9)

KALVAR, B861,171, by Kalvar Corporation, New Orleans, Louisiana, U.S.A.

For photographic and cinematographic apparatus

PENTAKAMAT, 864,993, by Veb Pentagon Dresden Kamera und Kinowerke, Dresden, Germany.

For photographic and cinematographic apparatus instruments; and parts and fittings (9)

MOVEXINA, 865,599, by Agfa, A.G., Leverkusen-Bayerwerk, Germany.

For electric blankets (10)

CONCORD, B863,922, CONCORDE, B863,924, by Boots Pure Drug Co., Ltd., Nottingham,

For face cloths (24)
Device with words HAYWOODS CASTLE, 859,390, by J. H. Haywood, Ltd., Nottingham.

From the "Trade Marks Journal," November 4

For chemical preparations and substances for use in diagnostic and analytical tests (1)

COMBI-TEST, COMBITEST, 864,891-92, by Ames Co., Inc., Elkhart, Indiana, U.S.A., For chemical products for use in agriculture,

horticulture and forestry; and manures (natural and artificial) (1) and for veterinary and sanitary, disinfectants and preparations for killing weeds and destroying vermin (5)

VITA FLORUM, 867,558-59, by E. M. Bellhouse, Lydd, Romney Marsh, Kent,

For cosmetics and preparations for the hair (3) ISLAND BEAUTY, 854,573, by Island Cosmetics, London, W.12,

For preparations for the hair (3) OMALAN 867,265, by Irvine Lodge Laboratories, Ltd., Halifax, Yorks.

For perfunes, non-medicated toilet preparations, cosmetics and preparations for the hair (3)

WELLACHARM, 867,150, by Wella Rapid, Ltd., Basingstoke, Hants.

# **PATENTS**

From the "Official Journal (Patents)," October 21

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# **CONTEMPORARY** THEMES

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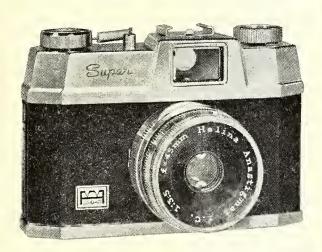
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- All metal
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# PENETROL WINTER DISPLAY BONUS

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1 doz. 3, - Penetrol Inhalant — charged only for 11

½ doz. 2/3d Penetrol Inhaler

½ doz. 2/3d Penetrol Vapour Rub

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Retail Value: £3. 10. 6

Total cost including P.T.: £2. 8. 2.

YOUR PROFIT: £1. 2. 4. ... equal to 46.3% on cost

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Gives you additional profits over and above  $46 \cdot 3\%$ . Display stand and contents

plus 1 dozen of any line on the stand.

This 1 dozen is charged as 12 for the price of 11.

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Display stand and contents

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These 2 dozen are charged as 12 for the price of 10.

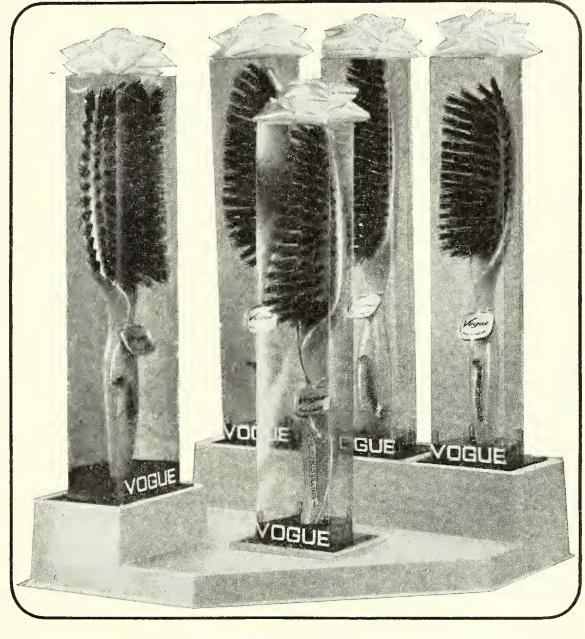
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# PENETROL ON T.V. - 183 TIMES

From October to the end of March . . . on stations serving 9 out of 10 of Britain's ITV viewers.

Order from your representative, or direct from: W. B. CARTWRIGHT LTD · RAWDON · LEEDS



# A new approach to hairbrush styling

To create today's deceptively simple hair-styles, a simultaneous brushing and combing action is essential. VOGUE achieve this by using a combination of natural bristles and synthetic fibres.

The elegant new VOGUE range was created in Paris, and is now made here for the first time.

Available in 5 different shapes — Bagatelle, Silhouette, Jolie Madame, Grand Prix and Touche Finale — each VOGUE brush is packed individually in an acetate carton with a moulded base and gay ribbon topping. Each brush marked with retail price.

# Free Offer

Display Stand as illustrated above. This attractive display stand will hold all five VOGUE brushes, and is supplied free of charge with a minimum order of 3 dozen.

# Nationally Advertised

Over 11,000,000 readers of "Woman" will see advertisements for VOGUE brushes during November and December 1964.





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# WARREN, STANLEY & CO. LTD.

are pleased to be associated with PATON'S NAIL HARDENER

# PATUR'S NAIL MARDENER

as sole agents for the Greater London area.

Paton's Nail Hardener is the most successful product for ensuring strong healthy nails and eliminating splitting and breaking.

# TO ENSURE LARGE SALES

National advertising in the Daily Mirror, etc., Radio Caroline and women's magazines. Counter Unit Display of 6 Bottles.

# PROFIT FOR YOU

# SPECIAL BONUS OFFER OF 13 TO THE DOZEN.

Retail price 7/- per bottle. A proved profit maker for chemists; simply display a counter unit for prompt and regular sales. Order your stocks now and gain the benefit of the bonus offer from:—

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for:-

# **BEDSORES**

BEDSORES can be prevented by applying THOVALINE before the trouble starts but if already in existence will help greatly in healing.

# BURNS

BURNS Unique action. THOYALINE is self-sterile it eliminates pain and is a rapid healer.

# **DERMATITIS**

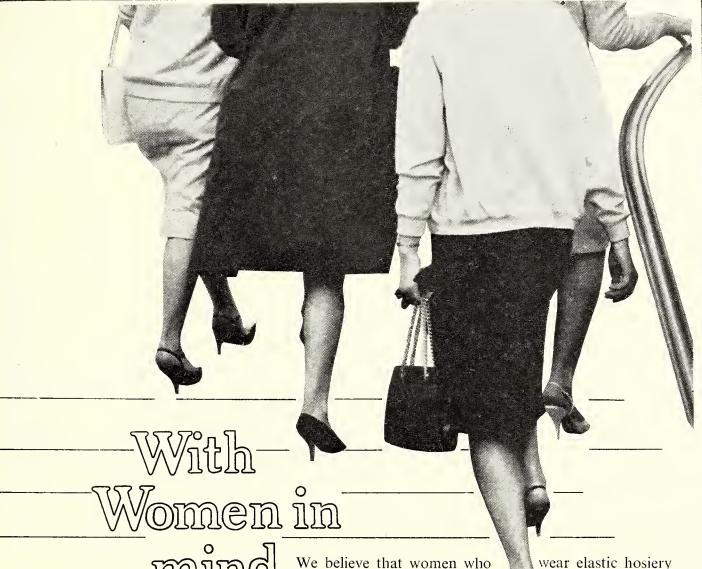
URINE DERMATITIS Excellent healing properties where rash exists and will prevent such trouble occurring if applied beforehand. Offensive odour is eliminated.

Supplies from your usual wholesale house:

# ILON LABORATORIES

LORNE STREET · HAMILTON · LANARKSHIRE

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We believe that women who should own at least two pairs housework, and a lighter pair for leisure wear. This helps your customer,

use of elastic hosiery – and means extra business for YOU.

We have produced a book which explains surgical hosiery and the more than one pair of stockings. We need your help in distributing it. A

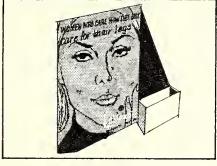
benefits of owning special display card has been prepared incorporating a supply of leaflets explaining the importance of sending for this free book.

- a heavier pair for

make more regular

If you display this card prominently you will be helping your customers – and creating additional sales.

This will of course be backed up by the Lastonet service— Measurement forms – 3–5 days service for made-to-measure stockings - return-of-post service for stockings from stock everything post free and all provided under the N.H.S. Send now for YOUR free display card to





DEPT. C.D.11 LASTONET PRODUCTS LTD · REDRUTH · CORNWALL

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appealing to the up-to-date farmer in FARMER'S WEEKLY · BRITISH FARMER DAIRY FARMER · PIG FARMING

# MEANS MORE NEW BUSINESS FOR 1964

Cataline 5'4 per bottle Retail

A SANGERS GROUP PRODUCT



The Cataline Co., 25-29 Tolmers Square, Hampstead Road, London NW I

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# SYNFOAM SUPER SPONGE

HONEYCOMB · ALL PURPOSE FULLY SYNTHETIC

STANDARD SIZE Retail Price 2/10 LARGE SIZE Retail Price 3/9 GIANT SIZE Retail Price 6/0 USUAL DISCOUNTS

Each Sponge fully wrapped. Each doz. in carton. 12 doz. in cardboard box. Except Giant size

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"SYNFOAM SUPER"
SELLS ON SIGHT!

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DEXAMPHETAMINE
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DIASTASE DIGOXIN EPHEDRINE FOLIC ACID ISOPRENALINE SULPHATE PANCREATIN

PAPAIN
PAPAVERINE

PEPSIN
PHENAZONE (Hoechst)
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PHENOLPHTHALEIN PIPERAZINE

PROCAINE (Hoechst)

QUINIDINE

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PARACETAMOL (Hoechst) SODA AMINOSALICYLATE PEPSIN THEOBROMINE

THEOBROMINE Thymol Quinine etc.

Medical Specialities

KADAMYSIN, DEGALAN, DEVATOL-A (Veterinary)

# ZIMMERMANN

Chas. Zimmermann & Co. Ltd.

Dega Works, Walmgate Rd., Perivale, Middlesex. phone: Perivale 9121

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Ear Plugs

# **COLLYRE BLEU**

Laiter

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# DALES PHARMACEUTICALS LTD.

(Sole distributors in the U.K.)

Power Road London W.4 (CHI 1441) · Steeton Keighley Yorks (Steeton 3222)



this is the theme of the NEW

# Torbet advertising

Modern—attention compelling—in tune with present day living, the latest Torbet advertising will give a boost to sales. Half-a-century of established reputation allows you to recommend these safe vegetable laxative tablets to your customer with absolute confidence.

TORBET CALSALETTES 1/8½ and 6/8½

TORBET
LACTIC OATS

2/1 and 4/2

TORBET LACTIC: OAT CO., LTD., 24 Great King St., Edinburgh, 3

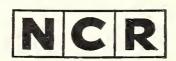


Just 2/-? — Or do mistakes like this happen more than once a day? — every day? Compared with the speed and unfailing accuracy of modern automatic addition, mental addition is murderously expensive. It wastes time. It annoys customers. It causes disputes. It loses money. And goes hand-in-error with many other mistakes and omissions that ruthlessly reduce net profit — year after year after year.

Unless you can afford to ignore such losses, do something about it now.

# and this is the way to do it!

Fast accurate automatic addition of every severalitem sale—plus an automatic Printed Check-List to prove it. No undercharges, no overcharges—no losses of cash or customers. So simple a child can use it—so advanced it's a complete profit-building security and information system in itself. And it doesn't cost as much as you may think. It's the ITEMmatic... a low cost money-saving masterpiece by the world's largest and most experienced manufacturers of cash-control and profit-protection equipment. You haven't seen an ITEMmatic?—it's about time you did. The store down the road is so busy it couldn't do without one!



**The National Cash Register Company Ltd** 

# \* New Formula \* New Flnett Catin

L'Oreal of Paris announce the introduction of a new hair spray to the British market—Elnett Satin! It's already the biggest selling hair spray in France. New Look. Elnett Satin comes in elegant burnished-gold cans. Their superb colour and design make them the most displayable, the most buyable hair sprays on your shelves. Special display units help you to make the best use of valuable space.

New Formula. The new conditioner in Elnett Satin leaves the hair soft, clean and shining. Elnett Satin holds the hair all day then brushes away.

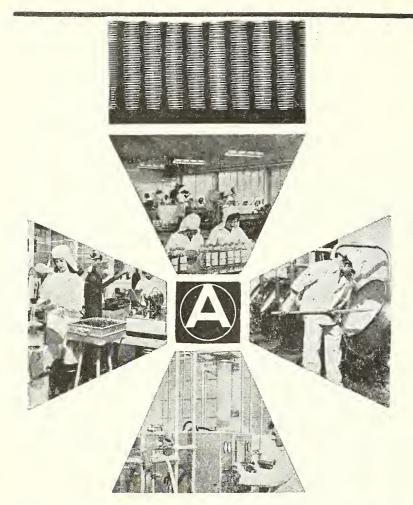
New Advertising. Millions of women are seeing whole-page and half-page advertisements for Elnett Satin in the top women's magazines.



\* 2 formulas, Normal Strength and Extra Strength, in burnished gold cans. Stock both. Retail price 9/11 per can. Trade Price 68/4 per dozen plus 17/1 purchase tax.

The most popular hair spray in France

from L'OREAL · PARIS World's greatest makers of hair beauty products



For injections, tablets, hormone preparations, antibiotics, and liver extracts. For the Chemist, the doctor and the surgeon.

# for medicine ...

For skilled hands to select from the fruits of progress the Pharmaceutical Medical and Veterinary products to aid them in their fight to heal. For medicine—from Antigen.

ANTIGEN · ROSCREA · IRELAND

# TANNIC ACID

ALL QUALITIES

# THE BRITISH DYEWOOD

Company Limited

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GLASGOW, C.I



# THE KAYMET NO-SPILL BABY CUP

No Spill! No Waste! No Mess!

FIXED RETAIL PRICE 2/11

Inc. Pur. Tax
AVAILABLE
IN
ATTRACTIVE
PASTEL
COLOURS

Perforated mouthpiece controls the flow of milk and juice, preventing choking and dribbling. Spill-proof top prevents mess and waste. Hygienic. Little fingers cannot get into cup. Easily cleaned. If cup is accidentally dropped, the spout cannot touch table or floor.

Wholesale and retail enquiries invited.

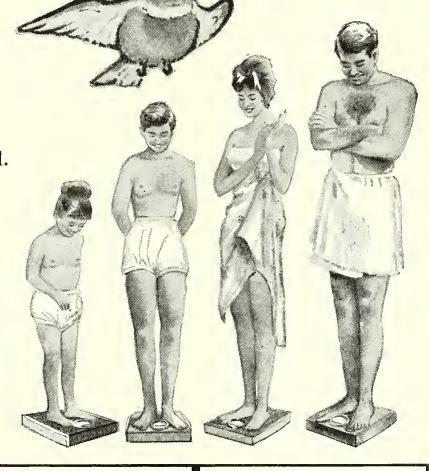
THE KAYMET COMPANY
KAYMET WORKS, SYLVAN GROVE

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The move to
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greater now than
ever before—this is
emphasised by the
large number of slimming
preparations now being sold.

A
COMPLETE
RANGE OF
PERSONAL
WEIGHERS
backed by
nation wide
advertising



STRAND 200



A low-priced personal weigher. Attractively textured waterproof mat. Revolving dial with magnifylng lens for easy reading. Colours: White base with either Black, Pink or Blue mat. Black base with White, Blue or Yellow mat.

PRICE 46/- + P.T. 3/-

SAVOY 204



This medium-priced weigher has a luxurious Bri-nylon pile covered platform. Magnifying lens makes the clear dial very easy to read. Colours: White base with mats of Chinese Jade, Corinth Rose and Maize Yellow.

PRICE 59/- + P.T. 3/10d.

MAYFAIR 207



The platform of this superb weigher is encased with a self-colour ribbed P.V.C. material for easy cleaning and hard wear. Gold colour plated surround holds the high magnification lens in position over the clear, revolving dial. Colours: Black, Blue, Pink and Yellow.

PRICE 70/- + P.T. 4/7d.

SALTER

SOLD THROUGH THE TRADE FOR 200 YEARS

# A NEW ADDITION

to our FAMOUS range of Hair Rollers are the "New style" type with close long teeth all round

# "FABULO"

Brand (regd.)

at prices without precedent

MEDIUM

LARGE

EXTRA LARGE

6 Rollers in Cellophane pkt. 4 Rollers in Cellophane pkt. 3 Rollers in Cellophane pkt.

All at 12/3 per dozen packets + 25 % P.T.

SAMPLES FREE ON REQUEST

You cannot go wrong stocking "FABULO" brand products, because of their POPULARITY. The outstanding quality and value of our products has always secured substantial turnover. Supplies from us direct or from your usual Wholesale suppliers.

HAETAM LTD. EXPORTERS' AND WHOLESALERS' INQUIRIES WELCOMED 63 Corporation St., Manchester 4. Tel: BLA 3882. Est. 1921



Non Irritant

BEAUTY PRODUCTS

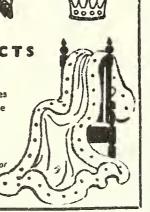
THE SAFETY FACTOR IN

Prescribed by the Medical Authorities for over 20 years as the pure and safe cosmetic for sensitive skins.

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Obtainable from Messrs Sangers Ltd., and Allied Companies, through your Wholesaler, direct from

BOUTALLS CHEMISTS LTD., 60 Lambs Conduit St. London, W.C.I



# Sunflo Oil

The worlds finest vegetable cooking oil, containing 94.5 % unsaturated fatty acid. Odourless, tasteless, crystal clear always. For details please write to: VASJA PRODUCTS LTD. Ewhurst Road, Cranleigh, Surrey. Tel; Cranleigh 923



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For Pharmacy Fittings, Complete Installations, or Individual Items...

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HOME & EXPORT

GENERAL PACKAGING
STRIP PACKING LIQUID FILLING
TO YOUR REQUIREMENTS

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MEDOPHARMA LTD. MANUFACTURING CHEMISTS, 158-162 TOOTING HIGH ST, LONDON, S.W.17. BAL. 2712.



TELEPHONE: CENTRAL 6565

Address Box Number Replies to: THE CHEMIST AND DRUGGIST, 28 ESSEX ST., STRAND, LONDON, W.C.2.

APPOINTMENTS — 27/- per ½" s.c. minimum and pro rata, AGENTS — AUCTION SALES — BUSINESSES FOR SALE and WANTED — CLEARANCES and WANTS — CONTRACTS — MISCELLANEOUS — PATENTS — PARTNERSHIPS — PREMISES — PUBLIC and LEGAL NOTICES — SITUATIONS VACANT. Run-on — 4/6 per line (minimum 22/6). Semi-display — 27/- per ½" s.c. minimum, Displayed with border rule, larger type faces and blocks — 67/6 per s.c.i. minimum, Reduced rates for one-third, one-half, and full pages on application. SITUATIONS WANTED — 7/6 per 18 words minimum, then 5d, per word. Use of Box No. — 3/-. Advertisements received by 4 p.m. Tuesday published same week.

# **PREMISES**

NEW SHOP AND FLAT TO LET in modern block of 14 shops (no chemist represented), Well populated Birmingham suburb, Rent £500 per annum exclusive, Further details from Fredk, J. Pepper & Sons, 22 Temple Street, Birmingham, 2. Birmingham M1Dland 8494-7. C 6473

OXFORD CITY, in established shopping parade on Council Housing Estate between Headington and Cowley. Good modern lock-up shop with storage space, cloakroom and garage. Suitable for pharmacy or drug store, To be let by public tender on lease. Two-bedroom maisonette may be available, Tenders to be received not later than Noon on the 20th November, 1964. For full particulars and to view apply City Estates Surveyor. City Chambers, Queen Street, Oxford.

# **BUSINESS FOR DISPOSAL**

BRADFORD CORPORATION estate in busy parade, present turnover £10,000, rent and rates £385. Present owner wishes to remove bulk of stock, fixtures and fittings to another branch or would sell if required. Goodwill and lease £100. Telephone: Mr. Durrant, Cullingworth 8173. C 6476

CHORLEY, LANCS. Old-established pharmacy with eminently situated lock-up premises. Turnover last audit £10,193. Widow of the late proprietor (40 years) will accept reasonable price to ensure early sale. Apply: H. Burwell Green, F.A.L.P.A., Estate Office, 55 St. Thomas's Road, Chorley. Tcl.: 2734. C 6481

HIGH-CLASS business in premier position in very busy high street of Essex yachting town, Turnover approaching £20,000, Anyone who will buy the freehold for £10,000 will be given the goodwill and fixtures, free. Stock at valuation, A remarkable opportunity, No agents, Shop would sell if vacant at £10,000 but owner does not want to see business closed.

C 6472

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# BETHNAL GREEN HOSPITAL, CAMBRIDGE HEATH ROAD, LONDON, E.2

Senior Pharmacist

required for modern department in acute general hospital (300 beds). Situated within few minutes of Central Line Underground. Salary scale £896 — £1,168 (inc. London Weighting). Applications with details of qualifications and experience to Hospital Secretary. Secretary.

# BOARD OF MANAGEMENT FOR MOTHERWELL, **HAMILTON & DISTRICT** HOSPITALS, STONEHOUSE HOSPITAL. LANARKSHIRE, GENERAL HOSPITAL, 445 beds

### Pharmaeist

required for duty at Hospitals within Group Pharmacy Department is centralised and based at Stonehouse Hospital. Whitley Council conditions of service. Salary within the range £761—£1,019 per arnum.

Applications giving experience and names of two referces to Physician Superintendent, Stonehouse Hospital, Lanarkshire, by 21st November 1964. C 9640

# CAMBERWELL HOSPITALS MANAGEMENT COMMITTEE

### Chief Pharmacist, Category I

Chief Pharmacust, Category 1

Applications invited for the above post at St. Francis' Hospital, Constance Road, S.E.22. Salary £898 x 8 increments to £1,233 p.a. plus London Weighting Allowance.

Apply Group Secretary, Dulwich Hospital, East Dulwich Grove, S.E.22. Locum considered.

C 9626

# CELL BARNES HOSPITAL, ST. ALBANS

# Dispensing Assistant

qualified, in sole charge, required at this Modern Hospital for Sub-Normal Patients. Salary Scale £528 to £703 per annum. 39-hour working week. Three weeks' annual leave per year

Applications to the Acting Medical Super-intendent, Cell Barnes Hospital, St. Albans. C 6454

# DREADNOUGHT SEAMEN'S HOSPITAL, GREENWICH, S.E.10

# Pharmacist

required. Two in department. Alternate Saturdays, Salary £761—£1,019 plus London Weighting; also £2 15s, 4d, per week for two late sessions. Resident accommodation available if required. Please apply to House Governor. C 9637

# HOSPITAL MANAGEMENT COMMITTEE No. 9, WAKEFIELD "A" GROUP

Locum Pharmacist

required for duties in the Group Pharmacy, Clayton Hospital, Wakefield, Hours by arrangement.

Part-time Pharmacist

also required. One to six sessions weekly, by arrangement.
Salaries and conditions of service in accordance with Whitley Council Agreements.
Apply to the Group Secretary, 113 Northgate, Wakefield.

C 9629

# **DURHAM HOSPITAL** MANAGEMENT COMMITTEE

Pharmacist
wanted in Durham Group of Hospitals based
on Dryburn Hospital (316 beds). Salary £761£1,019 a year. Detailed applications quoting
two referees, to Secretary, Dryburn Hospital, Durham, immediately. C 9648

# EDGWARE GENERAL HOSPITAL, EDGWARE, MIDDLESEX

### Senior Pharmacist

required for duty in well-equipped sterilc solutions laboratory of the above hospital (654 beds). Department can be visited by arrangement with Chief Pharmacist (EDG, 2381, Ext, 327), Apply, stating age, qualifications and experience and giving the names and addresses of two referees to Group Secretary. Secretary. C 9644

# HOSPITAL MANAGEMENT COMMITTEE No. 9, WAKEFIELD "A" GROUP

# Senior Pharmacist

required for busy sterilising and manufacturing department in a category IV group hospital. Modern equipment includes newly installed rapid cooling fluids autoclave. Post offers excellent experience. Salary £851—£1,113. Whitley Council conditions, Application form from Group Secretary, 113 Northgate, Wakefield. C 9641

### NEWMARKET GENERAL HOSPITAL

# Dispensing Assistant

required in modern Group Pharmacy. Ideal working conditions, alternate long weekends

Applications giving age, experience and names of two referees to the Group Pharnacist.

C 9652

# NORTH WIRRAL HOSPITAL MANAGEMENT COMMITTEE, MILL LANE, WALLASEY

# Senior Pharmacist

Senior Pharmacist
Applications are invited for the appointment
of Senior Pharmacist, vacant from 1st Januar, 1965.
Salary £851 by increments to £1,113, and
conditions of service are in accordance with
Pharmaceutical Whitley Council Committee
"C." Applications stating age, previous experience and names and addresses of two
referees to Group Secretary. C 9597

# SELLY OAK HOSPITAL, **BIRMINGHAM, 29**

Pharmacists
Two Basic Grade Pharmacists required, Salary scale £761 to £1,019. New entrants with other experience could enter at a point not exceeding £898 per annum, Further details from Group Pharmacist, Apply in writing, giving full details of experience and naming two referees, to Administrator. C 9651

### Appointments—Continued

# PADDINGTON GENERAL HOSPITAL, HARROW ROAD, W.9

Locum Pharmacist required for indefinite period, Apply immediately to the Hospital Secretary, C 666

# ROYAL FREE HOSPITAL

Applications are invited for the post of Pharmacist at the above Hospital, Whitley Council salary scale with extra pay for evening clinics, Apply naming two referees to Group Chief Pharmacist, Royal Free Hospital, Gray's Inn Road, W.C.I. C 679

# SELLY OAK HOSPITAL, BIRMINGHAM, 29

Dispensing Assistant

Dispensing Assistant preferably with Apothecary Hall Certificate. Salary according to age but not less than £402 per annum at age 21. Interesting post; good working conditions. Apply in writing, giving details of experience and naming two referees, to the Administrator, C 9650

### SHENLEY HOSPITAL Nr. ST. ALBANS, HERTS

Dispensing Assistant

required, preferably certificated, or with dispensing experience. Salary range £237 rising to £678 per annum according to age and experience, plus London Weighting Allowance of £15 to £40 per annum, Single accommodation available for the successful applicant if required. Applications stating age, experience and names of two referees to Group Secretary, Shenley Hospital, as early as possible.

# SHREWSBURY HOSPITAL GROUP. ROYAL SALOP INFIRMARY

Dispensing Assistant

(with Apothecaries' Hall Certificate) required at the above hospital, with sessional dutics at other hospitals in the Group, Applications to the Group Secretary, Cop. thorne Hospital, Shrewsbury. C 9635

### SOUTH WARWICKSHIRE HOSPITAL GROUP (No. 14)

Pharmacist

Pharmacist

Applications are invited for the post of Pharmacist at Warwick Hospital, The Department is new, well equipped and staffed, and offers varied and excellent experience. Salary scale £761—£1,019 per annum, If a suitable application is received consideration will be given to grading the post as Senior Pharmacist (£851—£1,113) or possible early upgrading of a suitable candidate will be considered. Applications with names of two referees to the Hospital Secretary, Warwick Hospital, Laking Road, Warwick. C 9657

# ST. GILES' HOSPITAL, ST. GILES' ROAD, CAMBERWELL, S.E.5

Locum Pharmacist

part-time or sessional required full-time immediately.

Apply: Chief Pharmacist (RODney 4221).

C 9624

# ST. GILES' HOSPITAL, CAMBERWELL, S.E.5

Senior Pharmacist

Applications invited for the above post, Salary scale £896—£1,168 p.a. Part-time or sessional considered. Further details from or applications to Chief Pharmacist. C 9627

### ST. LEONARD'S HOSPITAL, **NUTTALL STREET, N.1**

Locum Pharmacist

required for an indefinite period. Applications to Chief Pharmacist, St. Leonard's Hospital, Nuttall Street, N.1. Telephone: SHO, 3311, Ext. 5. C 9653

# WALTON HOSPITAL, LIVERPOOL, 9

Pharmacist

(Basic Grade) required at this 1,084 bedded hospital.

hospital.

Applications, in writing, stating age, qualifications, experience, etc., and the names of two referces to the Hospital Secretary.

C 9649

# WINWICK AND NEWCHURCH HOSPITAL MANAGEMENT COMMITTEE

Applications are invited for the post of

Senior Pharmacist

in the Group Pharmaceutical Department at Winwick Hospital, near Warrington, Salary £851 rising by annual increments to £1,113.

Salary 2001 Hand String Co. 2014 Applications giving date of birth, full particulars regarding qualifications and experience together with names and addresses of two referees, should be forwarded to the Medical Superintendent, Winwick Hospital, Warrington, as soon as possible. (Ref. CD/469.)

# YORK "A" HOSPITAL MANAGEMENT COMMITTEE

Pharmacist

Pharmacist
required for duties at the County Hospital,
York, in Group Pharmaceutical Service, Salary scale £761 x £32 (1) x £31 (1) x £37 (3)
x £42 (2) to £1,019 p.a.
Full details of this appointment can be
obtained from the Group Chief Pharmacist
at the City Hospital, York. Applications
stating age, qualifications, experience and
names of two referees to Group Secretary,
Bootham Park, York. C 9630

### **OVERSEAS**

# **GOVERNMENT OF MALAWI**

required by the Ministry of Health on contract for one tour of 24/36 months it first instance, Commencing salary according to experience in scale (including Overseas Addition) £1,175 rising to £2,600 a year. Gratuity 15 per cent, of total salary drawn, Outfit allowance £30, Generous education allowances. Free passages, Liberal leave on full salary, Government accommodation at moderate rental, moderate rental.

moderate rental.
Candidates must be M.P.S. with preferably two years' experience since qualification. Female candidates must be single.
Apply to CROWN AGENTS, M. Dept., 4 Millbank, London, S.W.I, for application form and further particulars, stating age, name, brief details of qualifications and experience, and quoting reference M3H/54232/CD.

C.9643

# NEW ZEALAND — ASHBURTON HOSPITAL

# PHARMACIST-IN-CHARGE

Applications are invited from registered pharmaceutical chemists for the position of Pharmacist-in-Charge at the Ashburton Hospital, New Zealand, Salary scale £NZ1293—£NZ1362, commencing rate depending on experience. Residential or flat accommodation available, depending on requirements, at a reasonable rental. Steamer expenses paid under certain conditions, Conditions of Appointment available from:—The Secretary, Ashburton Hospital Board, Box 75, Ashburton, New Zealand. Applications are invited from regis-

# PUBLIC APPOINTMENTS

# MINISTRY OF DEFENCE (NAVY DEPARTMENT)

### Registered Pharmacist

Vacancies for Registered Pharmacists at R.N. Medical Depôt, Singapore, and R.N. Hospital, Haslar, Gosport,

Interesting careers are offered linked to the conditions of service, salary ranges, and superannuation applicable to Pharmacists in N.H.S. hospitals. At Singapore, miscellaneous allowances, in addition to Foreign Service Allowance in range £430-£1,120 p.a., are payable, according to marital status, etc. to marital status, etc.

Applications to Medical Director-General (Naval), Ministry of De-fence (Navy Department), Empress State Building, London, S.W.6, Clos-ing date 30th November, 1964. CS C 9645

# SITUATIONS VACANT RETAIL (HOME)

FIRST-CLASS opportunity may A FIRST-CLASS opportunity may soon occur for a capable and experienced pharmacist with personality and good business acumen to open and manage superior pharmacy on Sussex coast, Modern Maisonette available, Write fully, please, with details of age and experience, to: S, C, Ellis, Messrs. Ford, Bull, Ellis and Sales, 1 Verulam Buildings, Gray's Inn, W.C.1. C 6463

# BRANCH MANAGER **PHARMACIST**

Branch Manager or Manageress Pharmacist required for Pharmacy Section of new Store opening shortly on the South Coast, Excellent remuneration, permanent superannuated position.

Applications in writing giving age, details of experience, etc., to the Personnel Manager, P.I.M.C.S., Ltd., Fratton Road, Portsmouth. C 692

ARNOLD M. GEE LIMITED will shortly have vacancies for one or two pharmaeists, male or female, for relief duties. The duties are mainly for holiday and illness relief at fully staffed pharmacies mainly south and west of London. These are for a minimum period of nine months to one year and appointments are usually made from them to managerial positions. They provide excellent experience in different types of pharmacies and carry good salaries and expenses, Interviews can be arranged to suit, Please send full details in confidence of age, experience, etc., to the Managing Director, Arnold M. Gee Limited, 10-12 High Street, Colliers Wood, S.W.19,

A VACANCY occurs for an assistant pharmacist in a pleasant family business. Fiveday week, Ideal situation for recently qualified lady or gentleman. Apply in writing L. S. & W. Short, Ltd., 226 Venner Road, London, S.E.26.

BIRMINGHAM, Private company have vacancy for relief manager, either sex. Salary £1,500 per annum. Pension scheme in operation, Good supporting staff, and three weeks' annual leave. Apply Box C 6475.

DARTFORD, Assistant pharmacist required, Mainly dispensing with occasional relief at another branch, Pension scheme, Applications to Personnel Officer, Dartford Industrial Cooperative Society, Ltd., 93 Kent Road, Dartford, Kent.

JOHN BELL & CROYDEN have a vacancy for an experienced stock-keeper to be responsible for buying non-ethical proprietaries and dressings. This is a permanent position for a man with initiative. Progressive salary, Superannuation scheme, Apply G. Brand, 50 Wigmore Street, London, W.1. Phone: Wel. 5555. C 6479

STAMFORD. Manager or manageress required for our branch pharmacy, Salary to commence £1,400 per annum, Four weeks' holiday, Superannuation and sickness benefits, An attractive flat available at a reasonable rent, Interview by appointment at our expense, Apply Peterborough Co-operative Chemists, Ltd., Park Road, Peterborough.

WISBECH, Manager or manageress required for our attractive new branch, Salary to commence £1,400 per annum, Superannuation and sickness benefits, No rotas, Interview by appointment at our expense, Apply Peterborough Co-operative Chemists, Ltd., Park Road, Peterborough, C 6461

YORK Co-operative Chemists' Society Limited have vacancy for manager or manageress for small branch on new estate. Separate flat available, Saturday half-day. Salary £1,217 per annum, Apply to Superintendent Chemist, York Co-operative Chemists' Society, Ltd., 22 Railway Street, York. Tel.: 22052.

### WHOLESALE

# BRADLEY & BLISS LIMITED

Wholesale Chemists, Croydon

Have the following vacancies: SUPERVISOR—To take charge of proprietaries assembly department.

ASSISTANT SUPERVISOR - For above department.

SENIOR PRICING CLERK/SUPER-VISOR—To take charge of in-voicing department.

PRICING CLERKS — Senior and Junior (male or female) for invoice department.

Good experience either in wholesale or retail would qualify for these positions.

Pleasant working conditions, canta and pension scheme in operation.

Apply: The Manager,
Bradley & Bliss Limited,
Waddon Marsh
Croydon, Surrey,
Tel.: MUNicipal 2500.

C 6459

PHARMACIST REQUIRED for analytical and dispensing laboratories, Excellent opportunity for a man with aptitude, Five-day week, superannuation and life insurance scheme, Please apply: Works Director, Ayrton, Saunders & Co., 30 Duke Street, Liverpool, 1.

EXECUTIVE with suitable connections and experience in selling

# **PHARMACEUTICALS**

required to expand trade with mer-chants and manufacturers. Please apply Box C 6474.

MESSRS, BRITTON, MALCOLM & CO., LTD., 38 Southwark Bridge Road, London, S.E.1, invite written applications from salesmen to represent them in an attractive London and Home Counties District. The vacancy will occur shortly and the prospects are good for the right man with experience of pharmacy, Remuneration on salary, expenses and commission basis, Car driver with clean licence essential but Company car available if necessary. C 6468

# **SQUIBB**

REQUIRE A DEPUTY PURCHASING OFFICER (Male). Applicants must have had experience in Purchasing techniques of a Pharmaceutical Company, with particular emphasis on packaging materials, and it is preferable that they be graduates or that they are members of the Purchasing Officers' Association.

This is a new position and the successful applicant will be given a wide scope for showing initiative and for taking on considerable responsibility.

Apply to:

Personnel Officer,

E. R. SQUIBB & SONS LTD.,

Edwards Lane,

Speke, Liverpool, 24

C 9654



# **PHARMACIST** FOR TABLET DEPARTMENT

Applications are invited from Pharmacists preferably with at least 5 years' experience and some background in the theory and practice of tableting, including granulation, compression and coating.

There are sound prospects of promotion to head of department and a good commencing salary will be offered.

Applications, with full details, should be sent to

The Personnel Manager, Ref: HAC/AWN, THE BRITISH DRUG HOUSES LTD. Graham Street, City Road, London, N.I.

C 9646

# CHEMIST BROKERS

Food Brokers Limited, Britain's first Food and Toiletry Brokerage, will be commencing a completely separate Chemist operation on January 1st, 1965. This means that operating under the title "Chemist Brokers" a unique and outstanding ground floor opportunity exists for the top 20 Chemist Salesmen in the British Isles.

The Chemist brands already being handled by the Company include such heavily advertised products as Jergens Hand Lotion, Q.T. Sun Tan Lotion, Dial Soap, Noxzema Skin Cream and Nailform.

Other exciting Chemist products are due to be launched during 1965, and we are, therefore, only interested in young creative salesmen who really enjoy selling.

From the word "go" rewards and conditions of employment will be well above the average. Applicants between the ages of 23 and 32, educated to at least G.C.E. "A" level, should send full personal details to Mr. D. S. Cracknell, Managing Director, Food Brokers Limited, Crown House, Morden, Surrey. Only those applicants selected for interview will be contacted.

C 9647

Situations Vacant—Continued

# GALA COSMETIC GROUP

has a vacancy for a

### PERFUMERY CHEMIST

The Gala Cosmetic Group is expanding in Laboratory and Research facilities and seeks a Chemist with particular experience in perfuming cosmetic products, not with the purpose of compounding but in order to bring general knowledge to the problems involved,

Applications are invited and should be addressed to:

The Personnel Manager, Gala Cosmetic Group, Ltd., Hook Rise, Surbiton, Surrey.

C 9642

# **AGENTS**

FREELANCE REPRESENTATION sought for domestic air moisteners for use on central and storage heating. Competitive line, first-class product, Give details of connection and area covered, M. & K. Craft Designs, Ltd., Angel House, Pentonville Road, London, N.1.

C 6477

SWISS BEAUTY PRODUCTS manufacturer wishes to appoint Republic of Ireland distributor as soon as possible. Please submit offers to Case Postale 41, Montreux, Switzerland. C 691

SWISS BEAUTY PRODUCTS manufacturer wishes to appoint distributors for Commonwealth and English-speaking countries, Submit offers to Case Postale 41, Montreux, Switzerland.

# WANTED

3 in, or 5 in, PREMIEIR COLLOID MILL wanted, Details to Box C 6470.

WE WILL PURCHASE for cash a complete WE WILL PURCHASE for cash a complete stock, a redundant line, including finished or partly finished goods, packing raw materials, etc. No quantity too large, Our representative will call anywhere. Write or telephone: Lawrence Edwards & Co., Ltd., 6/7 Wellington Close, Ledbury Road, London, W.H. Tel.: Park 3137-8.

# **BUSINESS OPPORTUNITIES**

\$\frac{\cuperbox

NATIONAL SALES FORCE calling on hardware stores, chemists, department stores, etc., available to manufacturers of highly reputed household and toiletry products, Write in strictest eonfidence to Box C 7639, c/o Managing Director,

BUYING A HOUSE? We specialise in arranging house purchase for the professions on very attractive mortgage terms, Send a postcard today for full details, Medical Insurance Services Limited, 131 New London Road, Chelmsford, Essex.

C 9569

MANLY MAN'S BELT. Nationally advertised "obtainable from chemists," 39/6. Full trade terms, Order by waist measurement from Manly Co., Manor House, Worcester Park, Surrey, DERwent 3877. C 635

# **PATENTS**

PATENT No. 716161 — Method of Preserving Preparations of Cells of Animal Organs, The Proprietor of Patent No. 716161 desires to enter into arrangements by ways of Licence or otherwise on reasonable terms to ensure its full development and commercial working in this country. Please address enquiries to: W. P. Thompson & Co., Chartered Patent & Trade Mark Agents, 12 Church Street, Liverpool, 1.



# **TENDERS**

# CITY AND COUNTY OF BRISTOL HEALTH COMMITTEE

Quotations invited for supply of drugs, chemicals and medical sundries for City Health Centres, etc., for twelve months commencing 1st January 1965.
Tender forms from Medical Officer of Health, G.P.O. Box No. 201, Central Clinic, Tower Hill, Bristol, 2, returnable by 10 a.m., 28th November, in plain sealed envelope, superseribed to show goods tendered for, but bearing no mark to indicate sender. Lowest or any tender not necessarily accepted. C 9634

# MACHINERY WANTED

TABLETING PRESS required for producing 2½-inch diameter blocks, Manesty No. 3A or 35T preferred, other makes considered. Johnson Brothers, Ltd., 390-396 Clonard Road, Kimmage, Dublin, 12. C 9605

WORSSAM rotary tablet machines. Apply Compressed Tablets, Ltd., 1 Tower bers, Hoe St. Bridge, London, E.17. C 6450

# FOR SALE

STANDARD SACCHARIN TAB-LETS, Packets of 100 — 3s, doz, Drums of 500—12s, per doz, Drums of 1,000—22s, per dozen, Enquirics invited for packed Aspirin and Paracetamol Tablets.

Tell Products, Ltd., Welbeck Works, London, N.W.10

C 683

# **COUNTERS AND FITTINGS**

Glass Display Counters from £24.0.0 Counter Self Selection Units

All finished L/Oak.
Counter Showcases, all glass
from £5.5.0

Carriage trec London.

Write or telephone
Mr, D. R. Gordon,
RUDDUCK & CO.
(SHOPFITTERS), LTD.,
Shop Equipment Division,
Regents Avenue, Paimers Green,
London, N.13.

Telephone: BOWes Park 6011.

# MISCELLANEOUS

ARNOLD PRECISION SCALES, For good quality Dispensing and Drug Scales, Ratio Tablet Counting Balances, etc. May we send you illustrated literature? Holmethorpe Works, Frenches Road, Redhill, Surrey. Redhill 4301.

COHAR FOR CARPETS offer 15%—20% saving, all leading makes, carriage free U.K. Huge saving on Venetian Blinds, Sewing Machines, Typewriters, Parquet Tiles, Furniture, Washing Maehines, Refrigerators, Lawn Mowers and Power Tools, Furs 15%. Shownooms at London, Leicester, Sheffield, Bradford, Leeds, Hull, Middlesbrough, Manchester, Newcastle, Bristol, Hadleigh (S.), Liverpool, Cardiff, Swansea, Aberdeen, Edinburgh, Cambridge, Plymouth, Birmingham, Preston, Blackpool and Belfast, Write—Cohar Distributors, 47 Oswald Street, Glasgow, C.1. Or phone: Glasgow CENtral 8325, Birmingham MIDland 8333, London CHAncery 2345, Manchester CENtral 2321, C 600

### PLASTIC BABY PANTS

Manufacturers have limited quantity of Large Size, Elastic Legs, Pink and Blue, at:

5/9 per doz.

Box C 6370

REQUIRED: A CONSULTING CHEMIST for pharmaceutical and eosmetic products. Write with full details to G. A. Company. 109 Tejgaon Industrial Area, Dacca-8, East C 680

LUXURY ELECTRIC BLANKETS 95% Wool in a delightful shade of pink with matching satin binding. Waterproof and flameproof element. Luminous on/off switch, Non-kinking

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Conforms to the New British Standards 3456 and each blanket bears the official seal.

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52 in, x 48 in, D.B.S. Retails £4.10.0.
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Box C 6435.

The **PROVEN** all-weather shop blind fabric chosen by leading stores, hotels and restaurants

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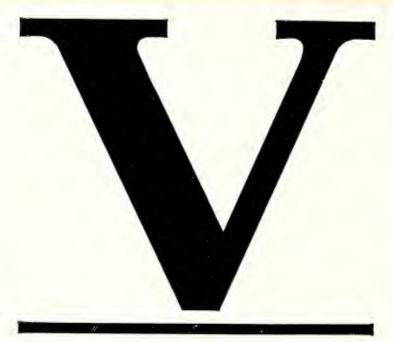
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Tallon Road, BRENTWOOD, ESSEX

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'DISTAQUAINE' V TABLETS	60 mg., 125 mg. & 250 mg.						
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'DISTAQUAINE' V ELIXIR	60 mg., per 3.5 ml.						
'DISTAQUAINE' V ELIXIR FORTE	240 mg. per 3.5 ml.						
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PENICILLIN V-K SYRUP*	62.5 mg. per 5 ml.						
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